11/4/83
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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

For further editorial information contact:
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SEPTEMBER 1983 BILLINGS FOR COMMERCIAL HEAT TREATERS SHOW 15.1% INCREASE OVER SEPTEMBER 1982 FIGURES.

For the second month in a row, the industry experienced gains over the previous year's sales for those months.

Overall, for the first three quarters of 1983, sales amounted to $240.5 million as compared to $277.8 million for the same period in 1982, or a decrease of 13.4%.

For September, 1983, five districts showed improved sales over September, 1983.

A summary of percentage change by geographic regions follows:

	District	Sept. 83 vs. Sept. 82	Total 1983 vs. 1982
1	New England (MA-RI-CN)	-6.9	-5.0
2	Middle Atlantic (NY-NJ-E.PA-QUE)	13.0	-5.0
3	South Central (W.PA-OH-IN-KY)	27.1	-0.5
4	Michigan	47.7	10.9
5	Southeast (VA-NC-SC-GA-AL-TN)	19.9	-4.4
6	North Central (IL-WI-MN-MO-IA)	29.9	-13.3
7	Pacific Coast (CA-OR-WA-B.C.)	-6.0	-18.7
8	Southwest (TX-OK-AR-CO-AZ-LA)	-18.4	-53.8

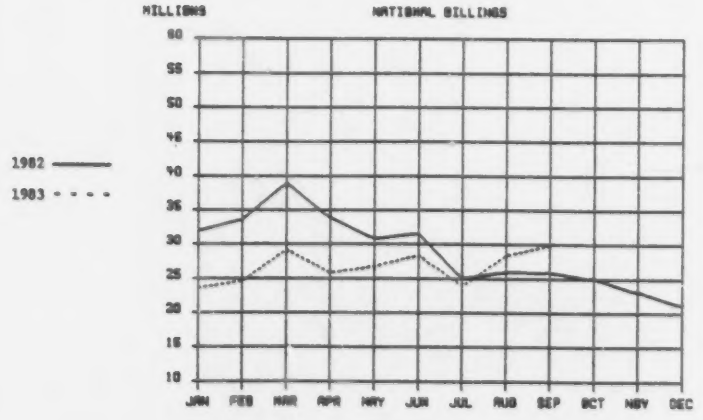
METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS
SEPTEMBER, 1983

BILLINGS FOR MONTH

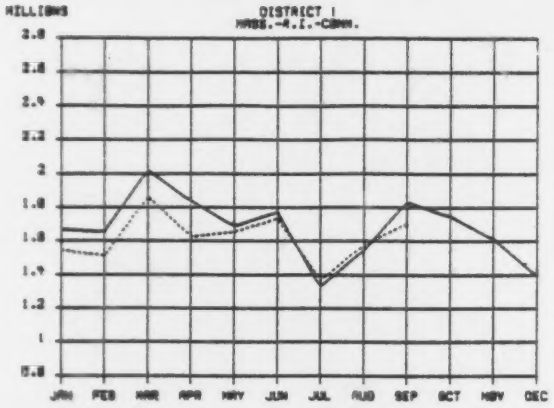
	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	25964.3	29872.8	15.1	100.0	100.0
Dist. 1	16	1832.2	1706.4	-6.9	7.1	5.7
Dist. 2	41	4349.8	4915.2	13.0	16.8	16.5
Dist. 3	53	3886.2	4938.7	27.1	15.0	16.5
Dist. 4	28	3190.7	4712.2	47.7	12.3	15.8
Dist. 5	21	899.1	1078.5	19.9	3.5	3.6
Dist. 6	41	4880.9	6342.2	29.9	18.8	21.2
Dist. 7	35	4260.6	4004.0	-6.0	16.4	13.4
Dist. 8	30	2664.7	2175.6	-18.4	10.3	7.3
Foreign	10					

BILLINGS TO DATE

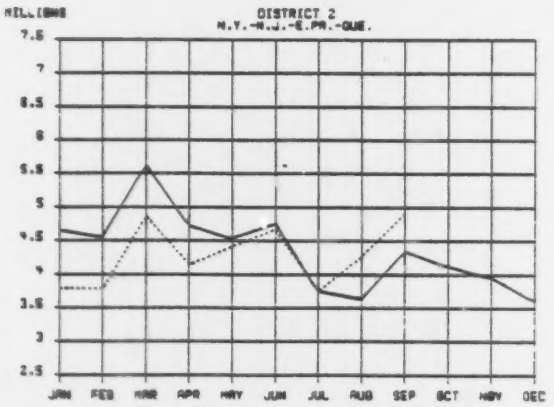
	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	277861.6	240533.1	-13.4	100.0	100.0
Dist. 1	15362.7	14588.0	-5.0	5.5	6.1
Dist. 2	40639.9	38621.3	-5.0	14.6	16.1
Dist. 3	39625.7	39436.3	-0.5	14.3	16.4
Dist. 4	32236.2	35756.3	10.9	11.6	14.9
Dist. 5	10096.6	9648.9	-4.4	3.6	4.0
Dist. 6	55208.9	47856.7	-13.3	19.9	19.9
Dist. 7	44108.6	35870.6	-18.7	15.9	14.9
Dist. 8	40583.0	18755.0	-53.8	14.6	7.8
Foreign					



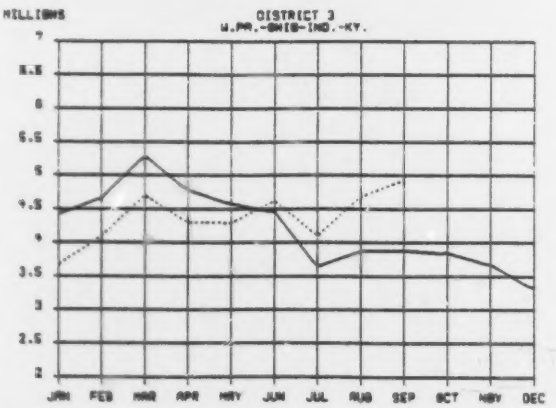
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	13.1			
% Change	Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4			



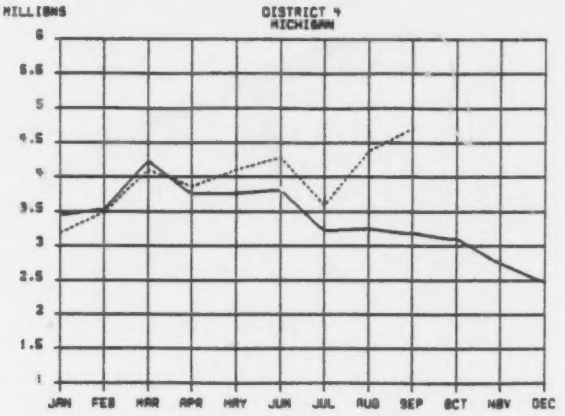
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.3	-8.8	-7.7	-11.7	-2.2	-2.2	3.0	2.0	-6.9			
% Change	Cumulative	-7.3	-8.1	-8.0	-8.9	-7.7	-6.8	-5.7	-4.8	-5.0			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-18.7	-17.0	-13.5	-12.4	- 2.8	- 1.8	-0.2	17.4	13.0			
% Change	Cumulative	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.9	-7.1	-5.0			



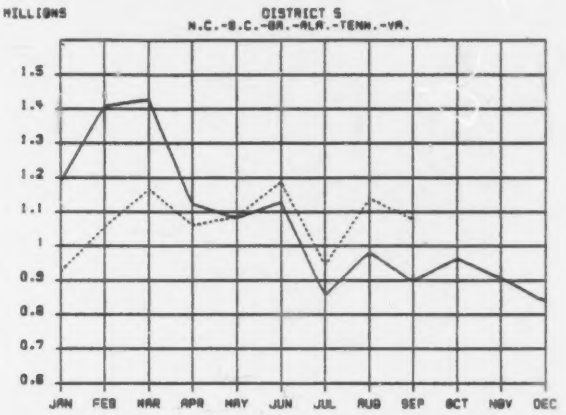
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-16.8	-12.2	-11.0	-10.0	-6.2	3.7	12.3	20.8	27.1			
% Change	Cumulative	-16.8	-14.5	-13.2	-12.4	-11.2	-8.9	-6.4	-3.5	-0.5			



1982 ——

1983 - - - -

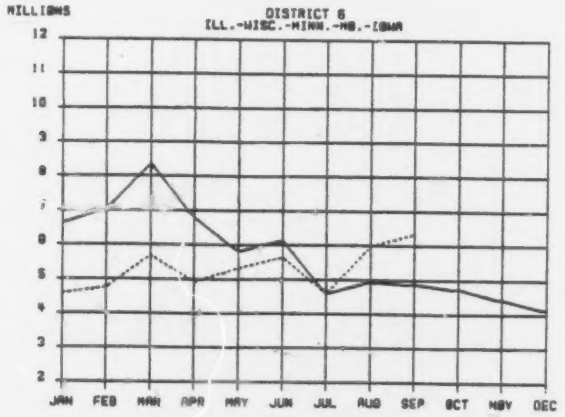
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.4	-1.1	-3.0	2.8	9.1	12.5	11.6	34.5	47.7			
% Change	Cumulative	-7.4	-4.2	[illegible]	-2.1	0.1	2.2	3.4	6.9	10.9			



1982 ——

1983 - - - -

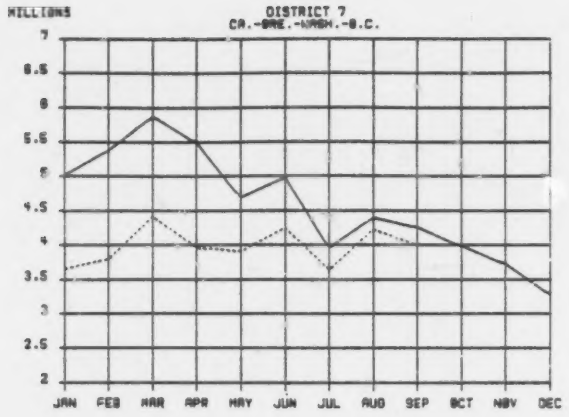
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-22.1	-25.0	-18.2	-5.6	0.4	5.4	10.3	16.1	19.9			
% Change	Cumulative	-22.1	-23.7	-21.7	-18.2	-15.0	-11.9	-9.6	-6.8	-4.4			



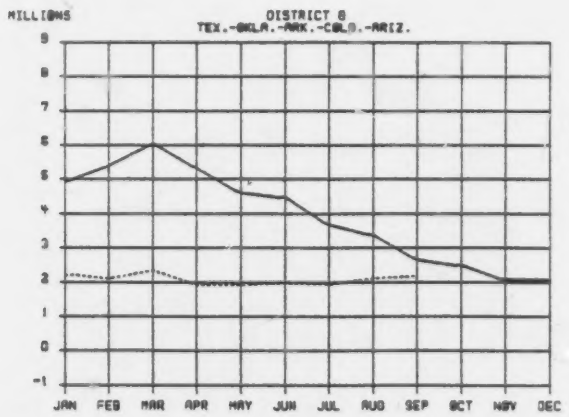
1982 ——

1983 - - - -

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-30.9	-32.5	-32.0	-27.5	-8.5	-7.9	0.1	21.2	29.9			
% Change	Cumulative	-30.9	-31.7	-31.8	-30.8	-27.0	-24.2	-21.7	-17.5	-13.3			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-27.3	-29.4	-24.9	-28.0	-16.8	-14.7	-8.2	-3.9	- 6.0			
% Change	Cumulative	-27.3	-28.4	-27.1	-27.3	-25.5	-23.8	-22.0	-20.0	-18.7			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-54.9	-61.1	-61.2	-63.7	-58.4	-55.6	-47.3	-37.8	-18.4			
% Change	Cumulative	-54.9	-58.2	-59.3	-60.4	-60.0	-59.4	-58.1	-56.3	-53.8			

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OCTOBER 1983 BILLINGS FOR COMMERCIAL HEAT TREATERS SHOW 4% INCREASE OVER PREVIOUS MONTH.

The October sales figures also indicate that the Heat Treating Industry experienced a 24% increase over October, 1982.

Overall, through October 1983, total sales for the year amount to $271.6 million, down 10% from 1982's total of $302.9 million for the same time period.

For October 1983, seven districts showed improved sales over October 1983.

A summary of percentage change by geographic regions follows:

	District	Oct. 83 vs. Oct. 82	Total 1983 vs. 1982
1	New England (MA-RI-CN)	4.2	-4.1
2	Middle Atlantic (NY-NJ-E.PA-QUE)	20.7	-2.6
3	South Central (W.PA-OH-IN-KY)	30.3	2.2
4	Michigan	72.5	16.3
5	Southeast (VA-NC-SC-GA-AL-TN)	28.5	-1.6
6	North Central (IL-WI-MN-MO-IA)	33.0	-9.7
7	Pacific Coast (CA-OR-WA-B.C.)	4.1	-16.8
8	Southwest (TX-OK-AR-CO-AZ-LA)	-13.1	-51.4

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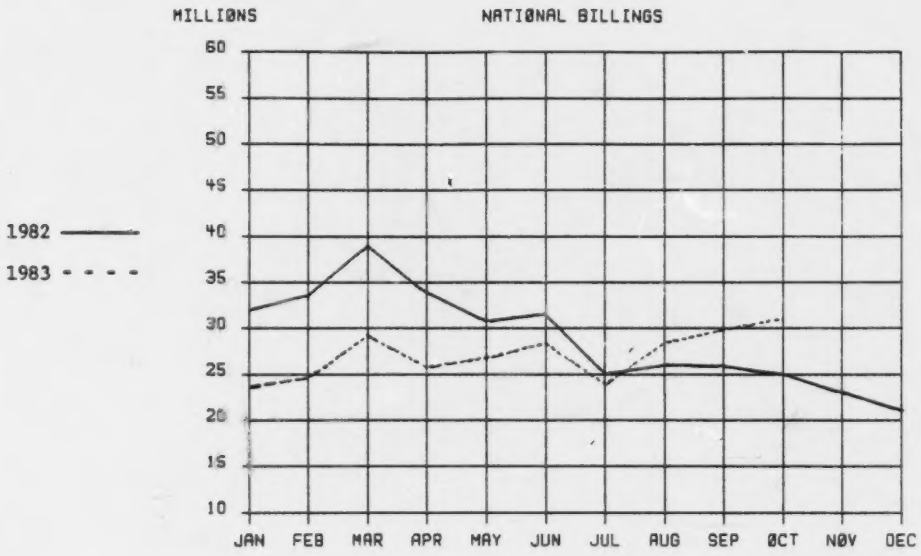
METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLHAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS
October, 1983

BILLINGS FOR MONTH

	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	25035.2	31060.8	24.1	100.0	100.0
Dist. 1	16	1751.1	1824.3	4.2	7.0	5.9
Dist. 2	41	4120.6	4972.1	20.7	16.5	16.0
Dist. 3	53	3844.0	5010.4	30.3	15.4	16.1
Dist. 4	28	3115.4	5373.2	72.5	12.4	17.3
Dist. 5	21	963.7	1238.5	28.5	3.8	4.0
Dist. 6	41	4741.3	6308.1	33.0	18.9	20.3
Dist. 7	35	3997.1	4159.9	4.1	16.0	13.4
Dist. 8	30	2502.0	2174.1	-13.1	10.0	7.0
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	302896.8	271604.0	-10.3	100.0	100.0
Dist. 1	17113.7	16412.3	-4.1	5.7	6.0
Dist. 2	44760.5	43593.5	-2.6	14.8	16.1
Dist. 3	43469.7	44446.7	2.2	14.4	16.4
Dist. 4	35351.7	41129.6	16.3	11.7	15.1
Dist. 5	11060.3	10887.4	-1.6	3.7	4.0
Dist. 6	59950.2	54164.8	-9.7	19.8	19.9
Dist. 7	48105.6	40030.5	-16.8	15.9	14.7
Dist. 8	43085.0	20939.2	-51.4	14.2	7.7
Foreign					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	15.1	24.1		
% Change	Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4	-10.3		

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FOR RELEASE: IMMEDIATELY

NOVEMBER 1983 BILLINGS FOR COMMERCIAL HEAT TREATERS DECLINE 2.3% FROM OCTOBER 1983 FIGURES

November's sales figures find the Heat Treating Industry up 31.2% from November, 1982.

Overall, through November 1983, total industry sales amount to $300.5 million, off 7.3% from the 1982 total for this period of $324.1 million.

November saw all eight districts of the industry register improved sales over November, 1982 sales.

A summary of percentage change by geographic regions follows:

	District	Nov.. 83 vs. Nov. 82	Total 1983 vs. 1982
1	New England (MA-RI-CT)	1.9	-3.5
2	Middle Atlantic (NY-NJ-E.PA-QUE)	27.4	-0.2
3	South Central (W.PA-OH-IN-KY)	34.0	4.9
4	Michigan	84.9	21.3
5	Southeast (VA-NC-SC-GA-AL-TN)	41.7	1.7
6	North Central (IL-WI-MN-MO-IA)	38.5	-6.3
7	Pacific Coast (CA-OR-WA-B.C.)	9.5	-14.9
8	Southwest (TX-OK-AR-CO-AZ-LA)	3.4	-49.1

12/27/83
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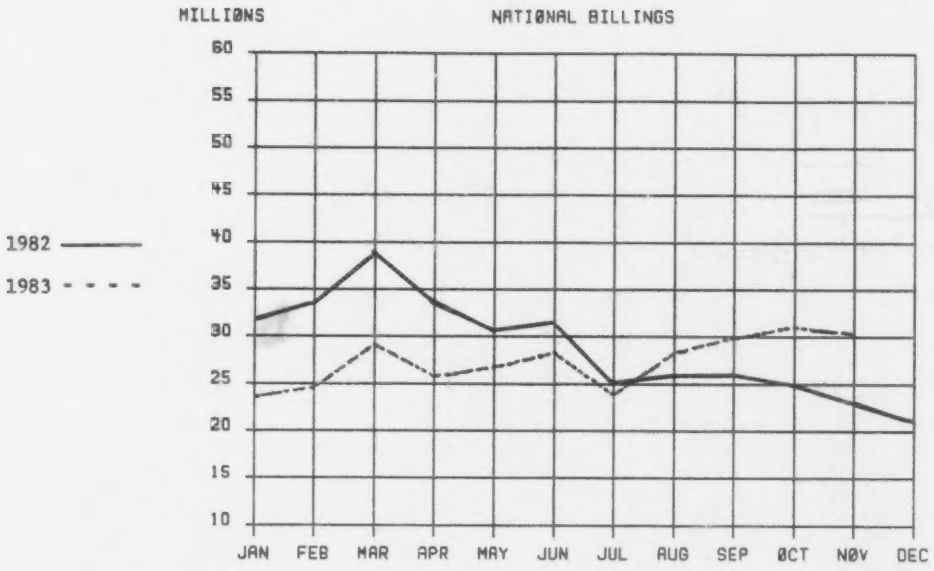
METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLHAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS
November, 1983

BILLINGS FOR MONTH

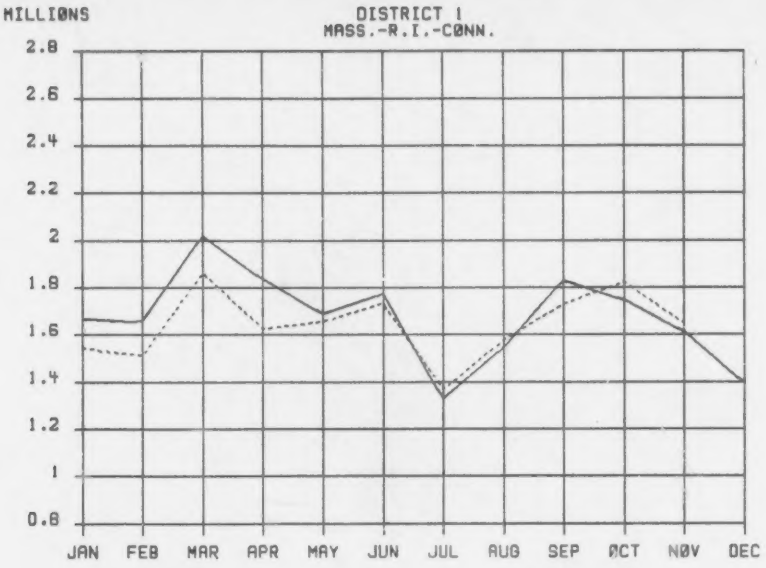
	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	23148.0	30359.5	31.2	100.0	100.0
Dist. 1	16	1616.7	1647.9	1.9	7.0	5.4
Dist. 2	41	3958.8	5042.6	27.4	17.1	16.6
Dist. 3	53	3679.9	4931.8	34.0	15.9	16.2
Dist. 4	28	2752.5	5088.1	84.9	11.9	16.8
Dist. 5	21	908.6	1287.8	41.7	3.9	4.2
Dist. 6	41	4427.0	6131.7	38.5	19.1	20.2
Dist. 7	35	3735.2	4089.2	9.5	16.1	13.5
Dist. 8	30	2069.3	2140.3	3.4	8.9	7.0
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	324129.4	300541.7	-7.3	100.0	100.0
Dist. 1	18730.4	18084.2	-3.5	5.8	6.0
Dist. 2	48719.3	48636.1	-0.2	15.0	16.2
Dist. 3	45589.3	48199.0	5.7	14.1	16.0
Dist. 4	38104.2	46217.7	21.3	11.8	15.4
Dist. 5	11968.9	12175.2	1.7	3.7	4.1
Dist. 6	64377.2	60296.5	-6.3	19.9	20.1
Dist. 7	51840.9	44119.7	-14.9	16.0	14.7
Dist. 8	44798.7	22813.2	-49.1	13.8	7.6
Foreign					



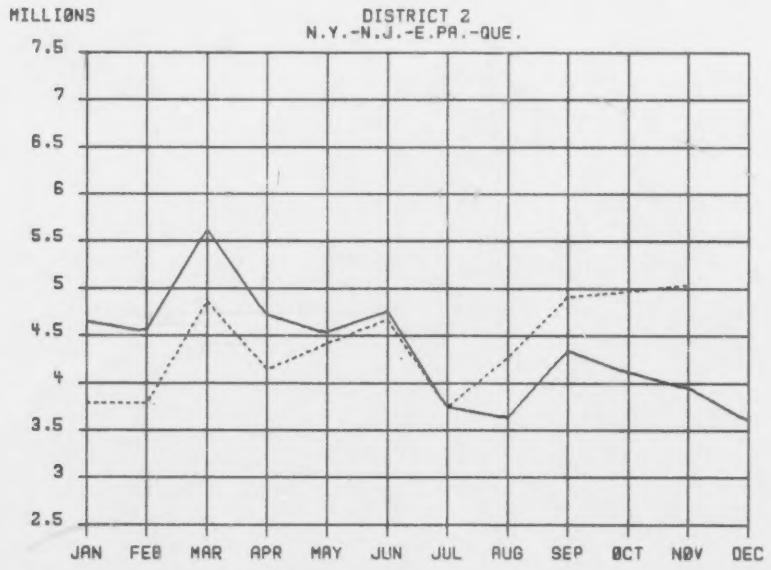
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	15.1	24.1	31.2	
% Change	Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4	-10.3	-7.3	



1982 ———

1983 - - - -

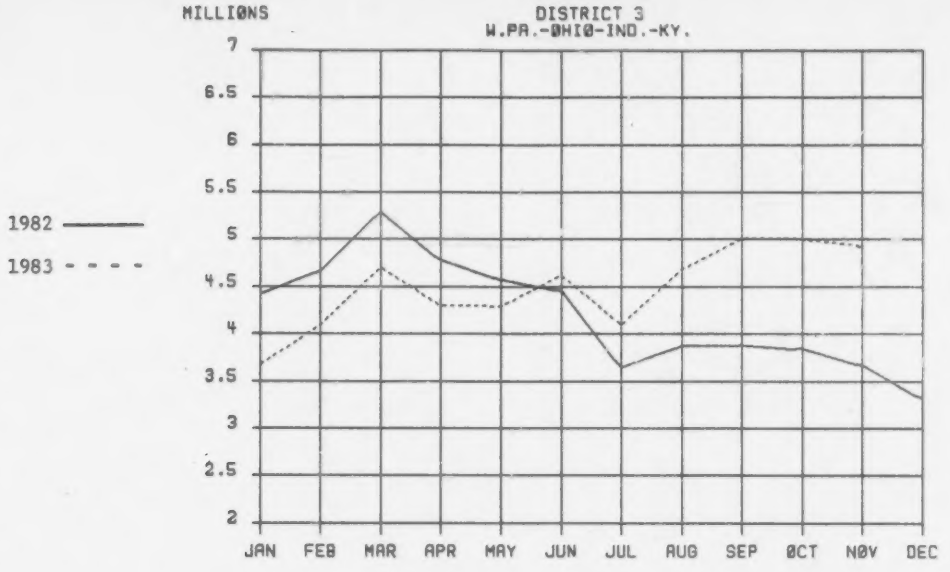
Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-7.5	-8.8	-7.7	-11.7	-2.2	-2.2	3.0	2.0	-6.9	4.2	1.9	
% Change Cumulative	-7.5	-8.1	-8.0	-8.9	-7.7	-6.8	-5.7	-4.8	-5.0	-4.1	-3.5	



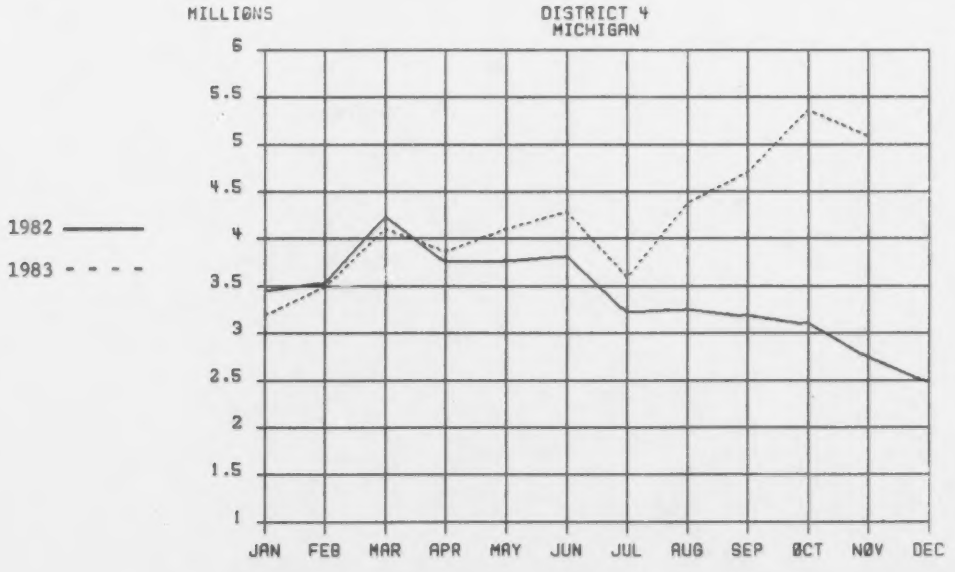
1982 ———

1983 - - - -

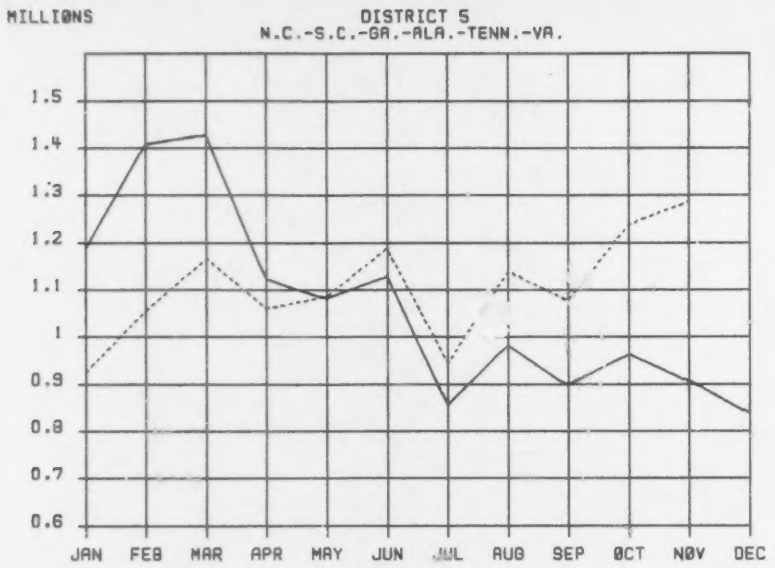
Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-18.7	-17.0	-13.5	-12.4	-2.8	-1.8	-0.2	17.4	13.0	20.7	27.4	
% Change Cumulative	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.9	-7.1	-5.0	-2.6	-0.2	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-16.8	-12.2	-11.0	-10.0	-6.2	3.7	12.3	20.8	27.1	30.3	34.0	
% Change	Cumulative	-16.8	-14.5	-13.2	-12.4	-11.2	-8.9	-6.4	-3.5	-0.5	2.2	4.9	



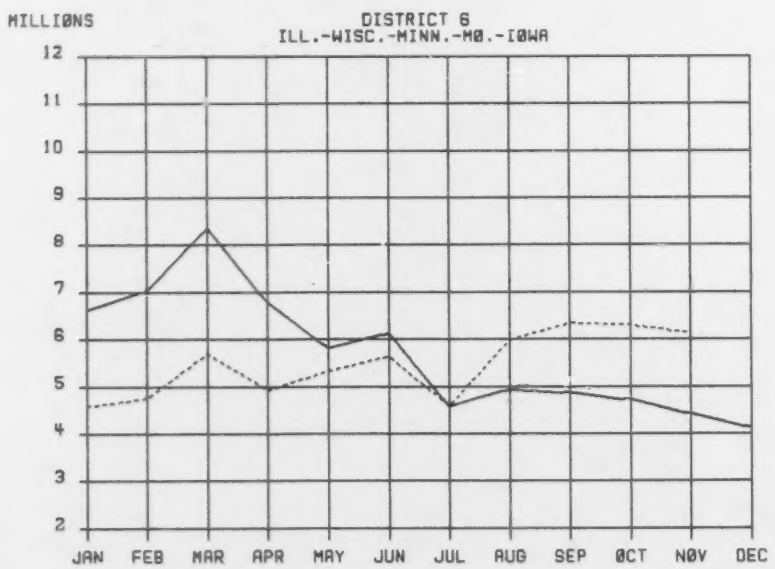
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.4	-1.1	-3.0	2.8	9.1	12.5	11.6	34.5	47.7	72.5	84.9	
% Change	Cumulative	-7.4	-4.2	-3.8	-2.1	0.1	2.2	3.4	6.9	10.9	16.3	21.3	



1982 ———

1983 - - - -

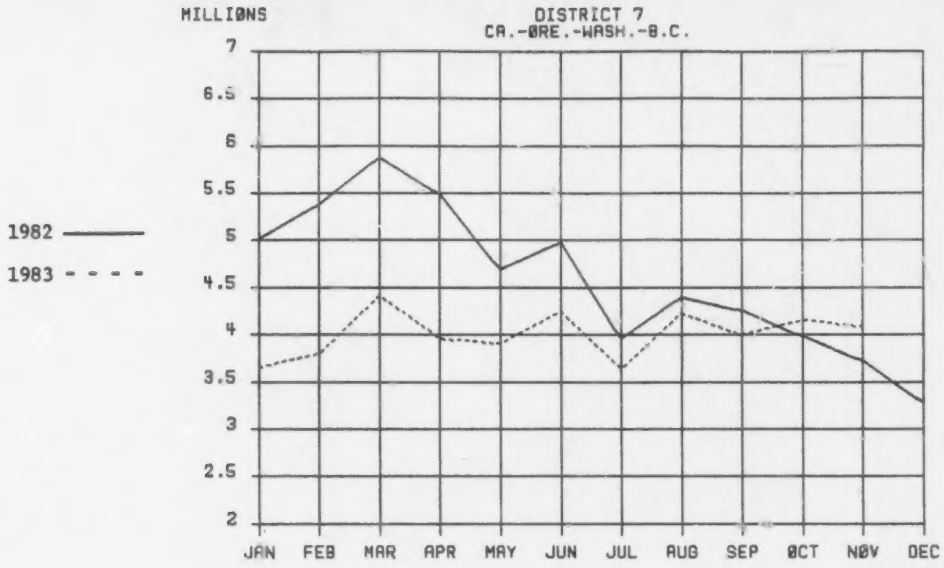
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-22.1	-25.0	-18.2	-5.6	0.4	5.4	10.3	16.1	19.9	28.5	41.7	
% Change	Cumulative	-22.1	-23.7	-21.7	-18.2	-15.0	-11.9	-9.6	-6.8	-4.4	-1.6	1.7	



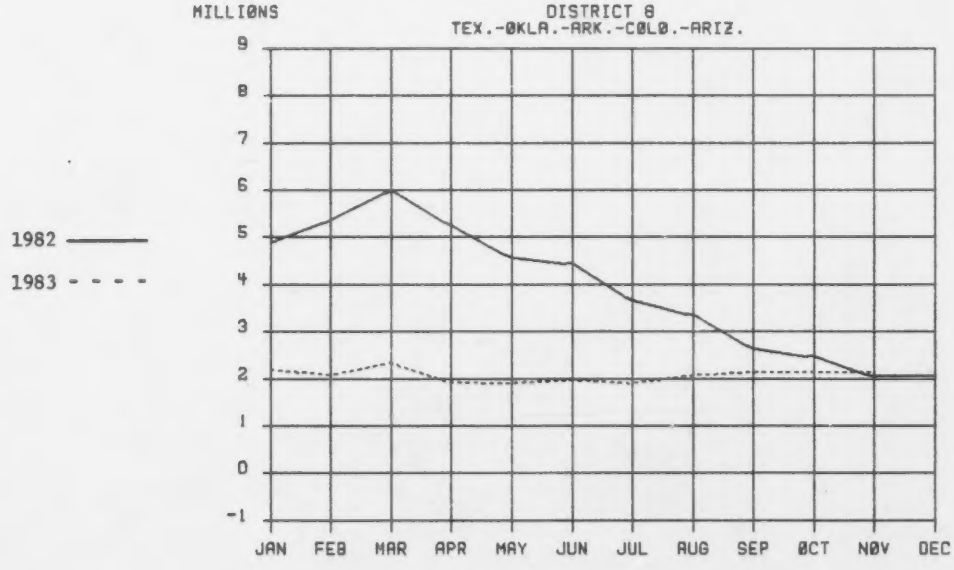
1982 ———

1983 - - - -

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-30.9	-32.5	-32.0	-27.5	-8.5	-7.9	0.1	21.2	29.9	33.0	38.5	
% Change	Cumulative	-30.9	-31.7	-31.8	-30.8	-27.0	-24.2	-21.7	-17.5	-13.3	-9.7	-6.3	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-27.3	-29.4	-24.9	-28.0	-16.8	-14.7	-8.2	-3.9	-6.0	4.1	9.5	
% Change	Cumulative	-27.3	-28.4	-27.1	-27.3	-25.5	-23.8	-22.0	-20.0	-18.7	-16.8	-14.9	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-54.9	-61.1	-61.2	-63.7	-58.4	-55.6	-47.3	-37.8	-18.4	-13.1	3.4	
% Change	Cumulative	-54.9	-58.2	-59.3	-60.4	-60.0	-59.4	-58.1	-56.3	-53.8	-51.4	-49.1	

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:
IMMEDIATELY

DECEMBER 1983 SALES FIGURES FOR COMMERCIAL HEAT TREATERS DECLINE 3.4% FROM NOVEMBER 1983 FIGURES

For the industry as a whole, December's billings are up 39.3% from December of the previous year.

For the year, 1983, total industry sales amount to $324.3 million, off 4.1% from 1982 sales of $338.1 million.

In December, seven districts of the industry recorded gains over November, 1982 sales.

A summary of percentage change by geographic regions follows:

	District	Dec.. 83 vs. Dec. 82	Total 1983 vs. 1982
1	New England (MA-RI-CT)	28.3	-0.7
2	Middle Atlantic (NY-NJ-E.PA-QUE)	25.2	1.6
3	South Central (W.PA-OH-IN-KY)	42.9	8.4
4	Michigan	109.7	29.4
5	Southeast (VA-NC-SC-GA-AL-TN)	41.1	4.3
6	North Central (IL-WI-MN-MO-IA)	45.2	-3.2
7	Pacific Coast (CA-OR-WA-B.C.)	22.5	-12.5
8	Southwest (TX-OK-AR-CO-AZ-LA)	-2.7	-47.0

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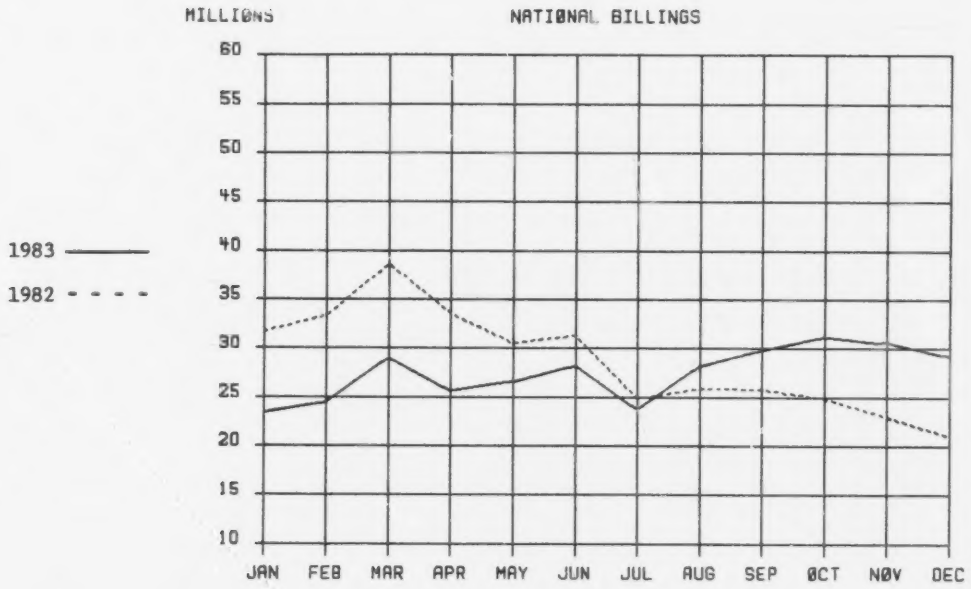
METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLHAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS
December, 1983

BILLINGS FOR MONTH

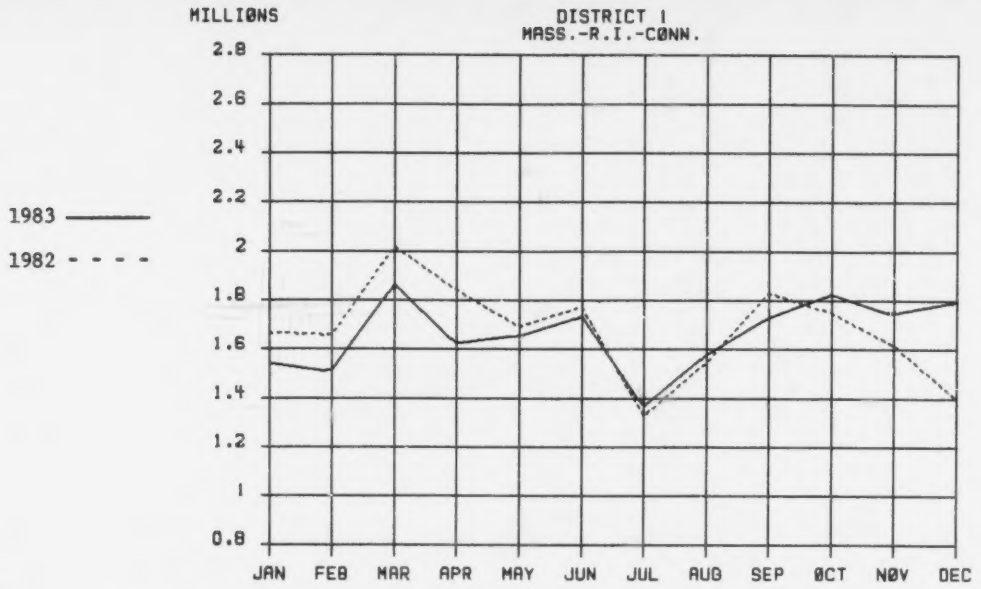
	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	21058.9	29338.3	39.3	100.0	100.0
Dist. 1	16	1398.8	1794.3	28.3	6.6	6.1
Dist. 2	41	3618.9	4529.6	25.2	17.2	15.4
Dist. 3	53	3307.3	4726.8	42.9	15.7	16.1
Dist. 4	28	2416.9	5068.6	109.7	11.5	17.3
Dist. 5	21	840.2	1185.5	41.1	4.0	4.0
Dist. 6	41	4136.0	6007.3	45.2	19.6	20.5
Dist. 7	35	3287.1	4027.5	22.5	15.6	13.7
Dist. 8	30	2053.7	1998.6	-2.7	9.8	6.8
Foreign	10					

BILLINGS TO DATE

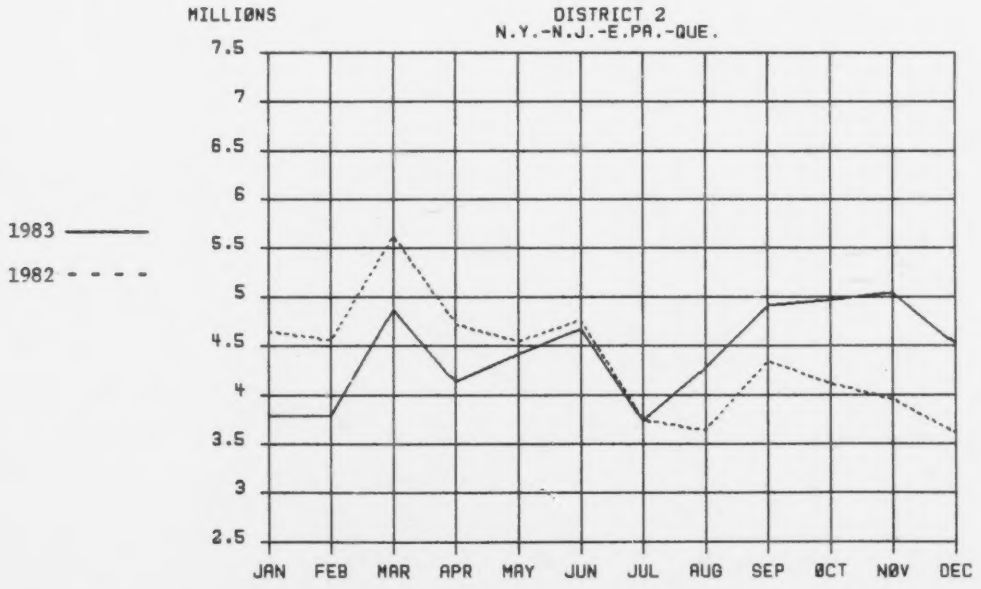
	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	338053.7	324324.2	-4.1	100.0	100.0
Dist. 1	20129.2	19978.5	-0.7	6.0	6.2
Dist. 2	49391.8	50374.3	2.0	14.6	15.5
Dist. 3	48567.3	53030.4	9.2	14.4	16.4
Dist. 4	38753.5	50150.9	29.4	11.5	15.5
Dist. 5	12809.1	13360.8	4.3	3.8	4.1
Dist. 6	68513.2	66303.8	-3.2	20.3	20.4
Dist. 7	53159.7	46354.0	-12.8	15.7	14.3
Dist. 8	46729.9	24771.4	-47.0	13.8	7.6



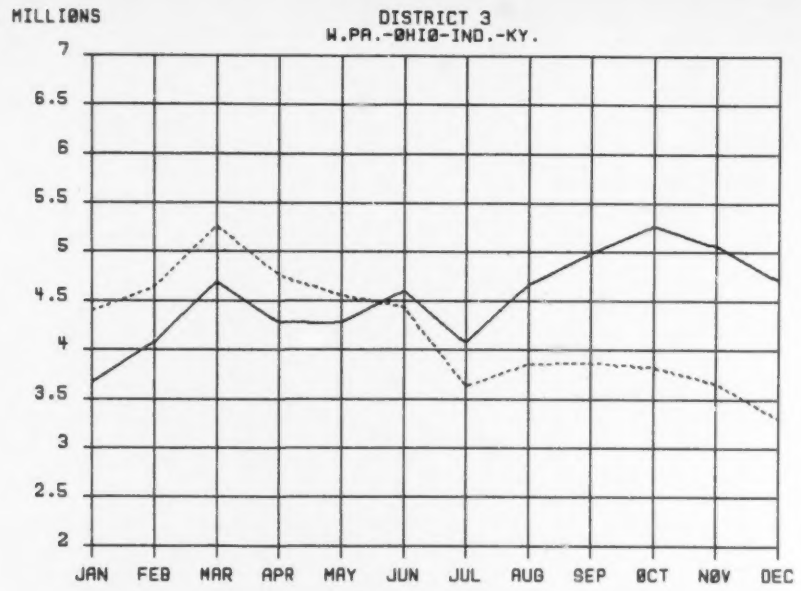
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	15.1	24.1	31.2	39.3
% Change	Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4	-10.3	-7.3	-4.1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.5	-8.8	-7.7	-11.7	-2.2	-2.2	3.0	2.0	-6.9	4.2	1.9	28.3
% Change	Cumulative	-7.5	-8.1	-8.0	-8.9	-7.7	-6.8	-5.7	-4.8	-5.0	-4.1	-3.5	-0.7



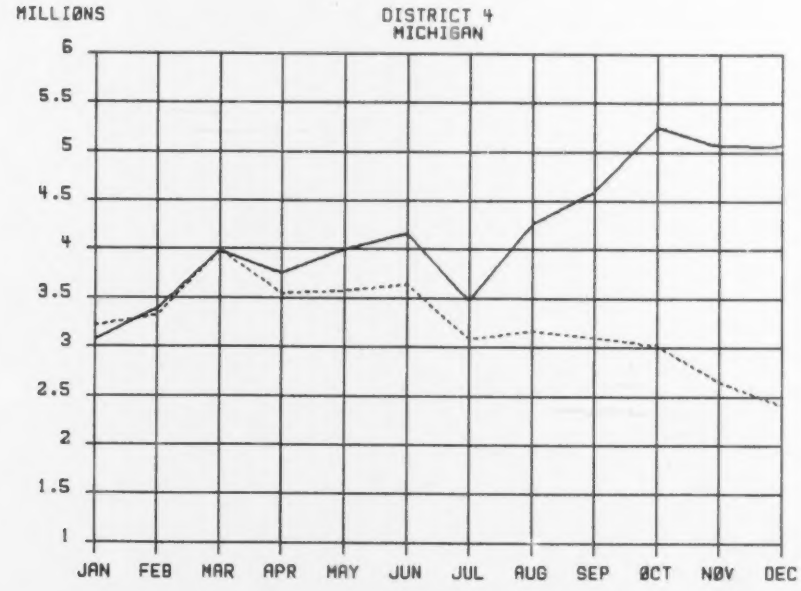
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-18.7	-17.0	-13.5	-12.4	-2.8	-1.8	-0.2	17.4	13.0	20.7	27.4	25.2
% Change	Cumulative	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.9	-7.1	-5.0	-2.6	-0.2	1.6



1983 ———

1982 - - - -

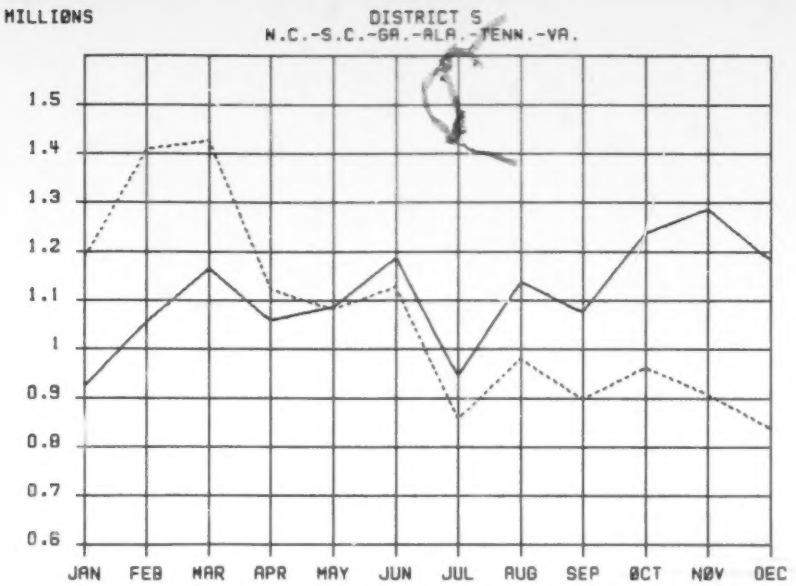
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-16.8	-12.2	-11.0	-10.0	-6.2	3.7	12.3	20.8	27.1	30.3	34.0	42.9
% Change	Cumulative	-16.8	-14.5	-13.2	-12.4	-11.2	-8.9	-6.4	-3.5	-0.5	2.2	4.9	8.4



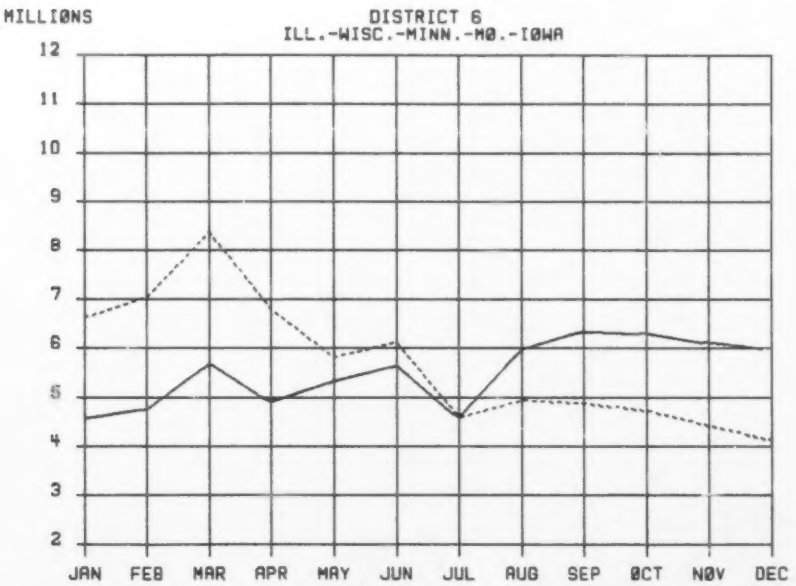
1983 ———

1982 - - - -

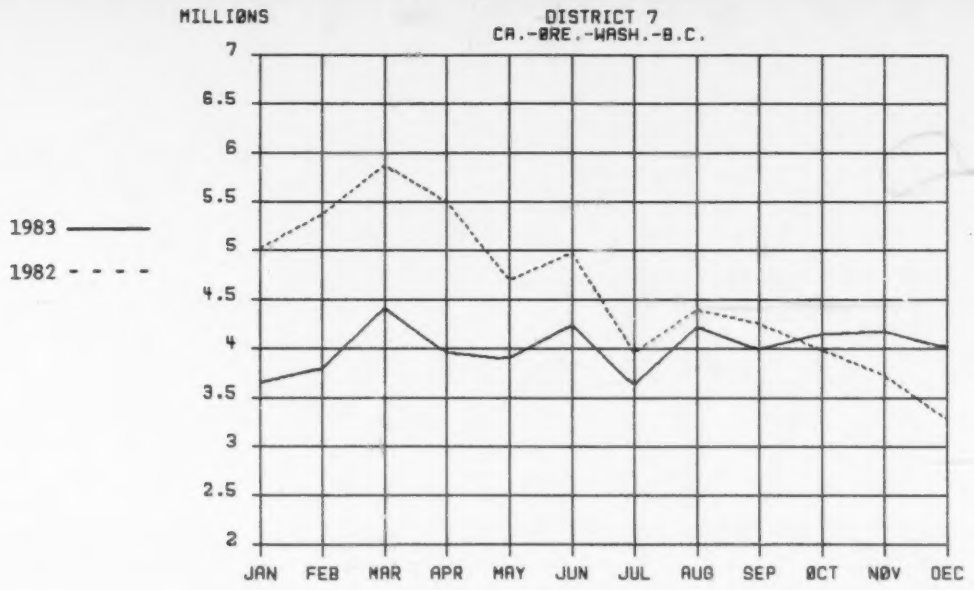
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.4	-1.1	-3.0	2.8	9.1	12.5	11.6	34.5	47.7	72.5	84.9	109.7
% Change	Cumulative	-7.4	-4.2	-3.8	-2.1	0.1	2.2	3.4	6.9	10.9	16.3	21.3	29.4



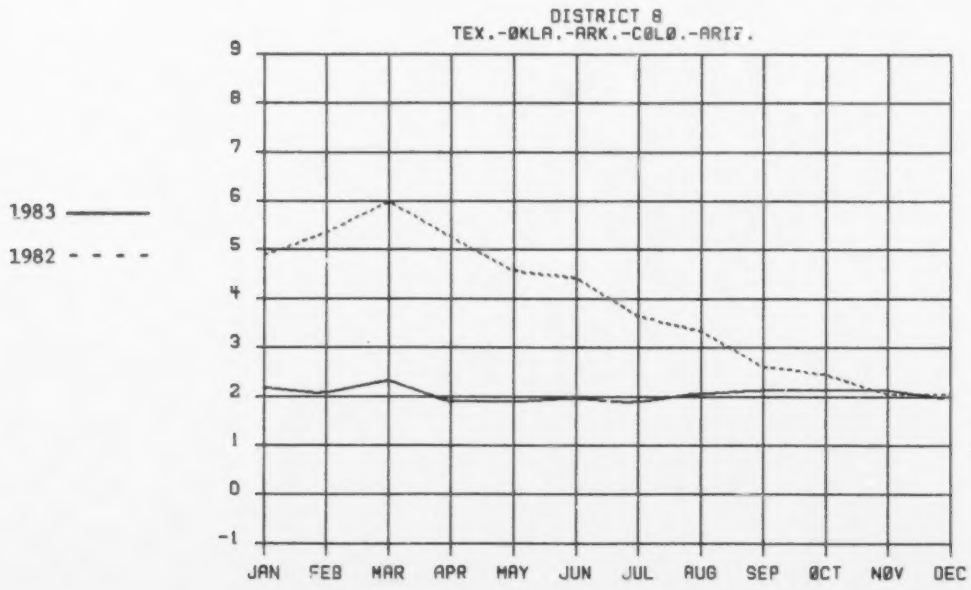
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-22.1	-25.0	-18.2	-5.6	0.4	5.4	10.3	16.1	19.9	28.5	41.7	41.1
% Change	Cumulative	-22.1	-23.7	-21.7	-18.2	-15.0	-11.9	-9.6	-6.8	-4.4	-1.6	1.7	4.3



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-30.9	-32.5	-32.0	-27.5	-8.5	-7.9	0.1	21.2	29.9	33.0	38.5	45.2
% Change	Cumulative	-30.9	-31.7	-31.8	-30.8	-27.0	-24.2	-21.7	-17.5	-13.3	-9.7	-6.3	-3.2



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-27.3	-29.4	-24.9	-28.0	-16.8	-14.7	-8.2	-3.9	-6.0	4.1	9.5	22.5
% Change	Cumulative	-27.3	-28.4	-27.1	-27.3	-25.5	-23.8	-22.0	-20.0	-18.7	-16.8	-14.9	-12.5



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-54.9	-61.1	-61.2	-63.7	-58.4	-55.6	-47.3	-37.8	-18.4	-13.1	3.4	-2.7
% Change	Cumulative	-54.9	-58.2	-59.3	-60.4	-60.0	-59.4	-58.1	-56.3	-53.8	-51.4	-49.1	-47.0

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

JANUARY 1984 BILLINGS FOR METAL TREATING INDUSTRY RISE 13.4% OVER DECEMBER 1983 TOTAL

January's sales figures show commercial heat treaters surpassed January 1983's performance by 41%.

For the industry as a whole, January's sales amounted to $33.3 million as compared to $23.5 million for the same month in 1983.

All eight MTI districts recorded increases over January 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	Jan.. 84 vs. Jan. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	14.0	14.0
2	Middle Atlantic (NY-NJ-E.PA-QUE)	36.6	36.6
3	South Central (W.PA-OH-IN-KY)	45.6	45.6
4	Michigan	90.5	90.5
5	Southeast (VA-NC-SC-GA-AL-TN)	62.5	62.5
6	North Central (IL-WI-MN-MO-IA)	49.6	49.6
7	Pacific Coast (CA-OR-WA-B.C.)	17.5	17.5
8	Southwest (TX-OK-AR-CO-AZ-LA)	7.7	7.7

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLHAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1984

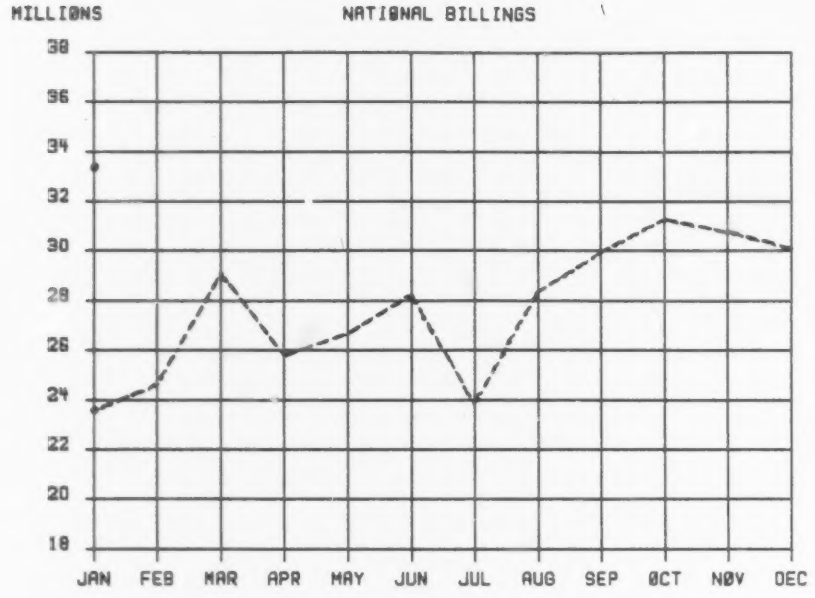
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	275	23531.1	33259.8	41.3	100.0	100.0
Dist. 1	16	1543.2	1759.0	14.0	6.6	5.3
Dist. 2	41	3785.7	5170.1	36.6	16.1	15.5
Dist. 3	53	3662.8	5334.8	45.6	15.6	16.0
Dist. 4	28	3077.0	5863.0	90.5	13.1	17.6
Dist. 5	21	925.2	1503.4	62.5	3.9	4.5
Dist. 6	41	4580.3	6853.7	49.6	19.5	20.6
Dist. 7	35	3656.2	4297.5	17.5	15.5	12.9
Dist. 8	30	2300.7	2478.3	7.7	9.8	7.5
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	23531.1	33259.8	41.3	100.0	100.0
Dist. 1	1543.2	1759.0	14.0	6.6	5.3
Dist. 2	3785.7	5170.1	36.6	16.1	15.5
Dist. 3	3662.8	5334.8	45.6	15.6	16.0
Dist. 4	3077.0	5863.0	90.5	13.1	17.6
Dist. 5	925.2	1503.4	62.5	3.9	4.5
Dist. 6	4580.3	6853.7	49.6	19.5	20.6
Dist. 7	3656.2	4297.5	17.5	15.5	12.9
Dist. 8	2300.7	2478.3	7.7	9.8	7.5

[1] Total MTI membership including firms that do not participate in monthly analysis.

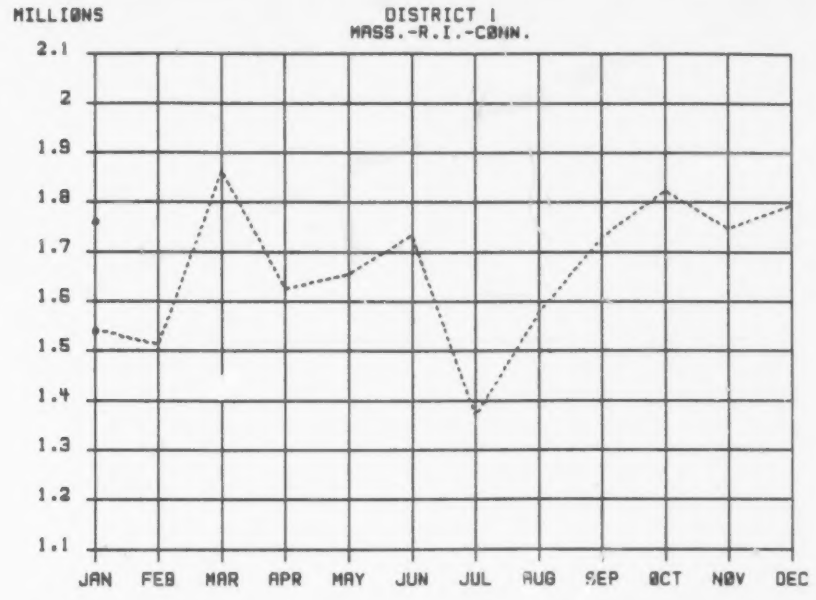


1983 - - - -

1984 ———

Note: January sales total is represented on the graphs as a point on the leftmost vertical (January) line.

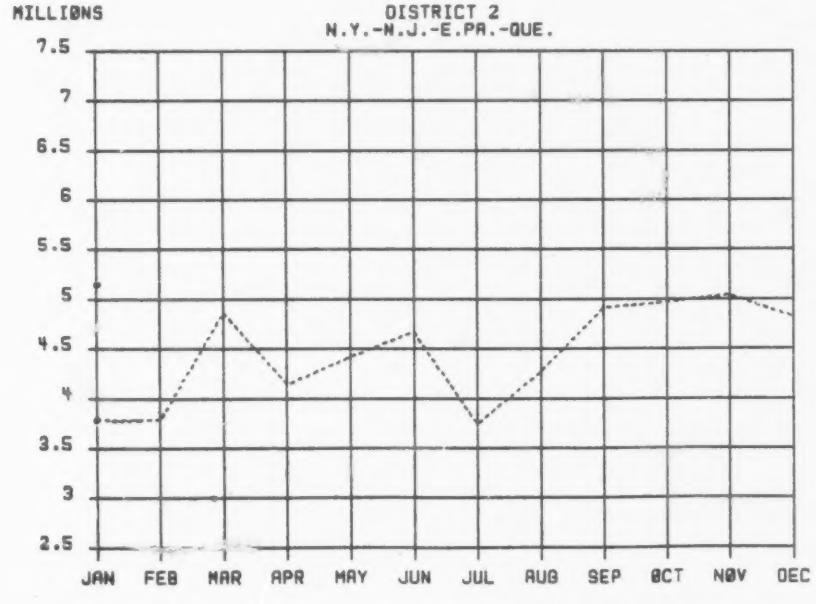
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.3											
% Change	Cumulative	41.3											



1983 - - - -

1984 ———

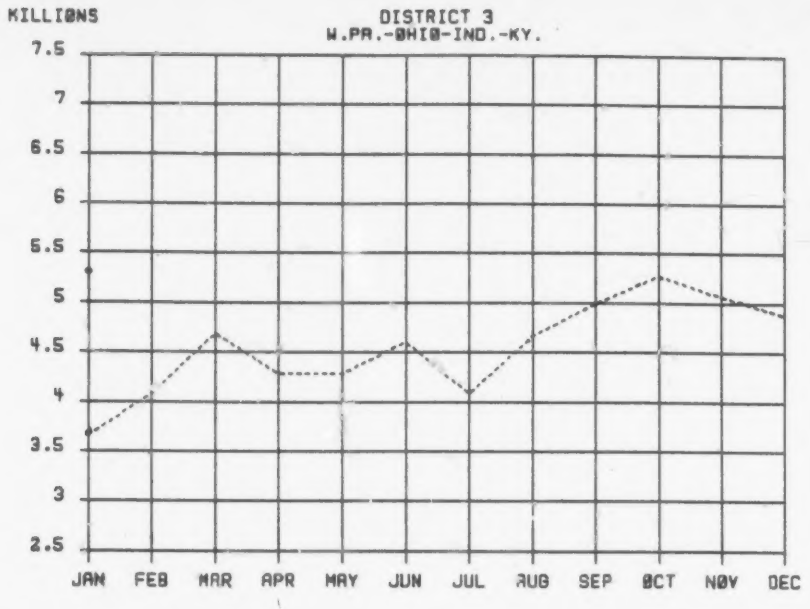
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0											
% Change	Cumulative	14.0											



1983 - - - -

1984 ———

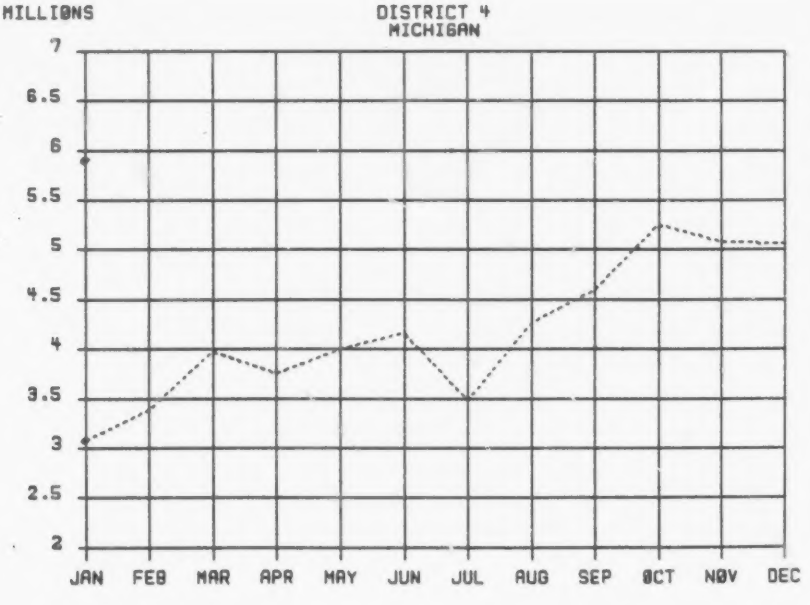
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6											
% Change	Cumulative	36.6											



1983 - - - -

1984 ———

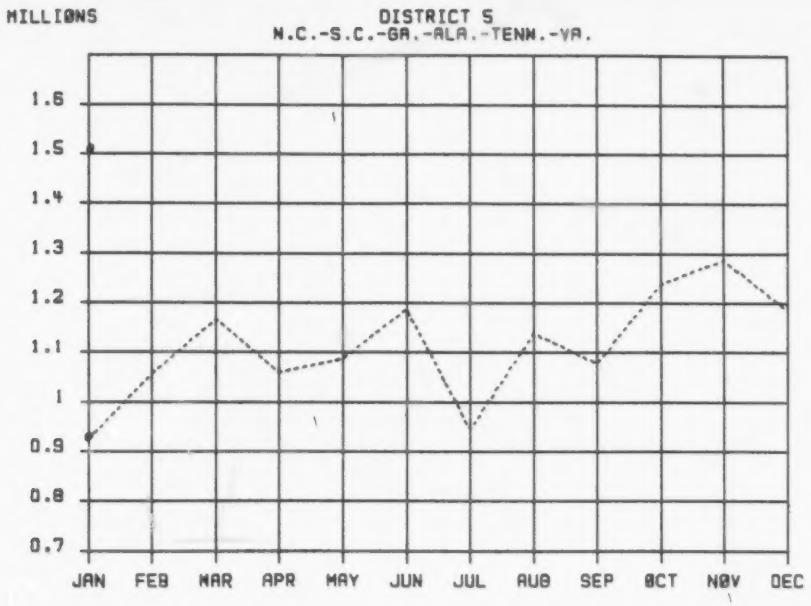
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6											
% Change	Cumulative	45.6											



1983 - - - -

1984 ———

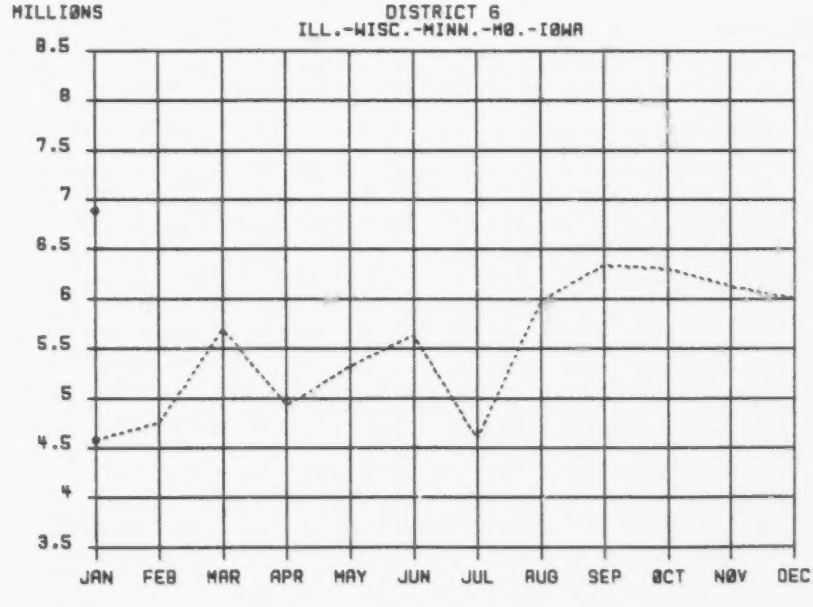
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5											
% Change	Cumulative	90.5											



1983 - - - -

1984 ———

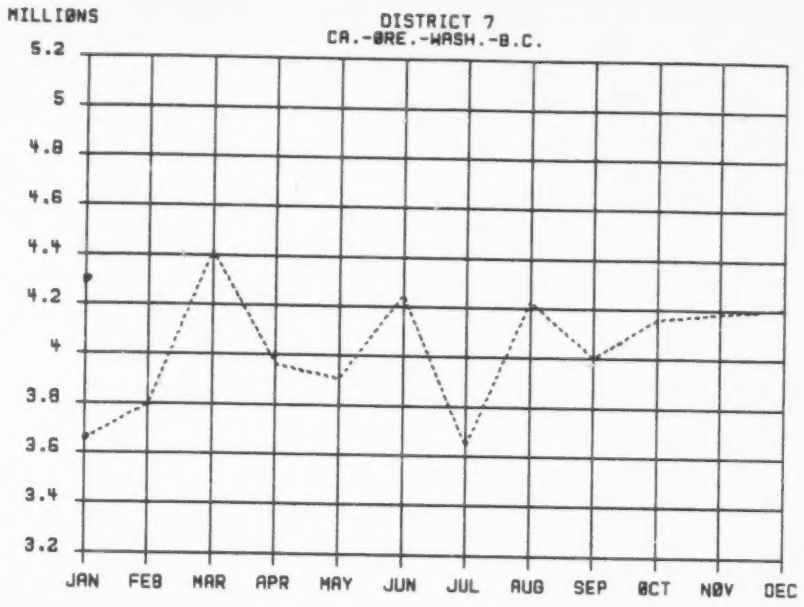
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	62.5											
% Change	Cumulative	62.5											



1983 - - - -

1984 ———

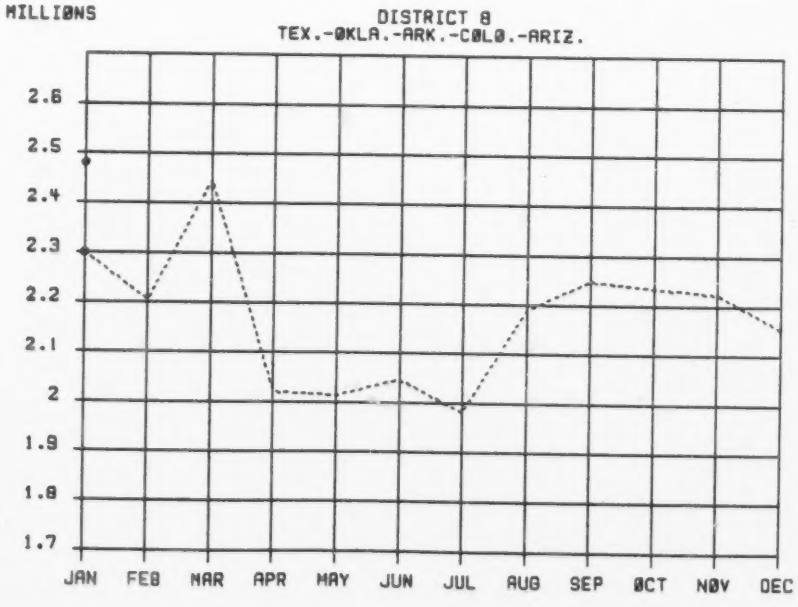
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6											
% Change	Cumulative	49.6											



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5											
% Change	Cumulative	17.5											



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7											
% Change	Cumulative	7.7											

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METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

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FEBRUARY 1984 SALES FOR COMMERCIAL HEAT TREATERS SHOW INCREASE OF 46.3% OVER FEBRUARY 1983 FIGURES

Continuing positive performance in the Metal Treating Industry is shown in February's billings which exceeded those for January, 1984 by 7.4%.

Industry-wide, February's sales figures amounted to $35.7 million, up from $24.4 million for the same month in 1983.

All eight MTI districts recorded increases over the February 1983 sales totals. This is the second month in a row that all districts showed such improvement.

A summary of percentage change by geographic regions follows:

	District	Jan.. 84 vs. Jan. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	30.1	22.0
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	42.5	39.6
3	South Central (W.PA-OH-IN-KY)	46.7	46.2
4	Michigan	83.2	86.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	34.3	42.8
6	North Central (IL-WI-MN-MO-IA)	59.1	54.4
7	Pacific Coast (CA-OR-WA-B.C.)	24.0	20.8
8	Southwest (TX-OK-AR-CO-AZ-LA-UT)	23.0	15.2

A6376-1

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1984

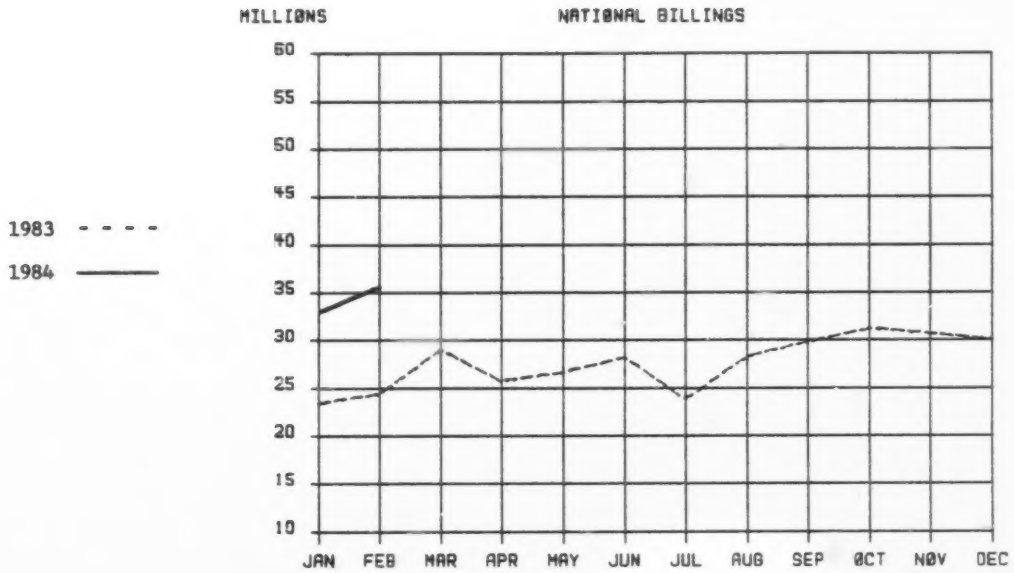
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	24403.0	35709.3	46.3	100.0	100.0
Dist. 1	15	1461.1	1901.4	30.1	6.0	5.3
Dist. 2	41	3787.7	5398.8	42.5	15.5	15.1
Dist. 3	52	3943.7	5785.5	46.7	16.2	16.2
Dist. 4	27	3392.3	6214.4	83.2	13.9	17.4
Dist. 5	19	1057.2	1419.9	34.3	4.3	4.0
Dist. 6	40	4757.1	7567.1	59.1	19.5	21.2
Dist. 7	36	3799.7	4710.7	24.0	15.6	13.2
Dist. 8	27	2204.3	2711.3	23.0	9.0	7.6
Foreign	10					

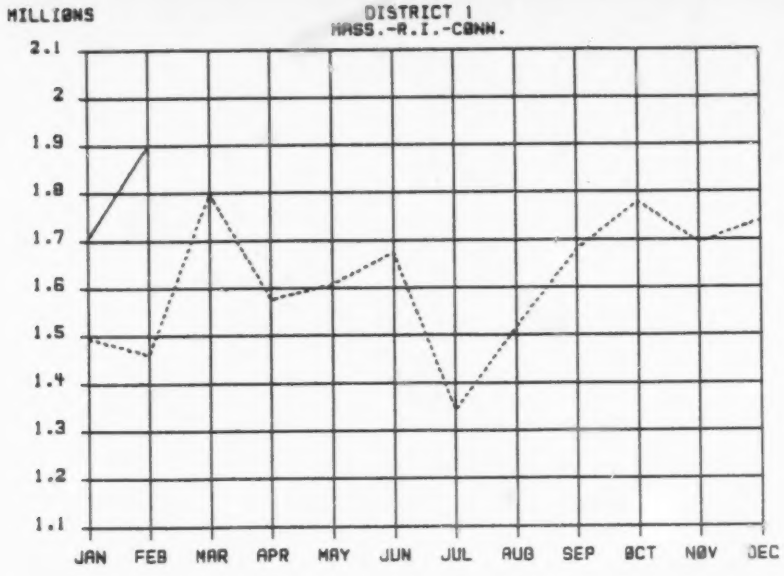
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	47765.6	68643.5	43.7	100.0	100.0
Dist. 1	2956.6	3606.7	22.0	6.2	5.3
Dist. 2	7573.4	10568.9	39.6	15.9	15.4
Dist. 3	7485.6	10940.3	46.2	15.7	15.9
Dist. 4	6469.2	12077.4	86.7	13.5	17.6
Dist. 5	1982.4	2831.6	42.8	4.2	4.1
Dist. 6	9337.5	14420.9	54.4	19.5	21.0
Dist. 7	7455.9	9008.2	20.8	15.6	13.1
Dist. 8	4505.0	5189.6	15.2	9.4	7.6

[1] Total MTI membership including firms that do not participate in monthly analysis.



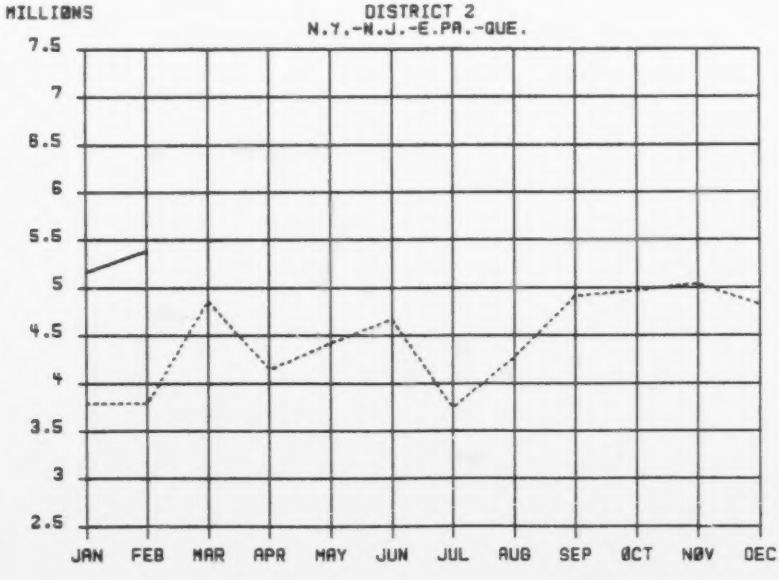
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.3	46.3										
% Change	Cumulative	41.3	43.7										



1983 - - - -

1984 ———

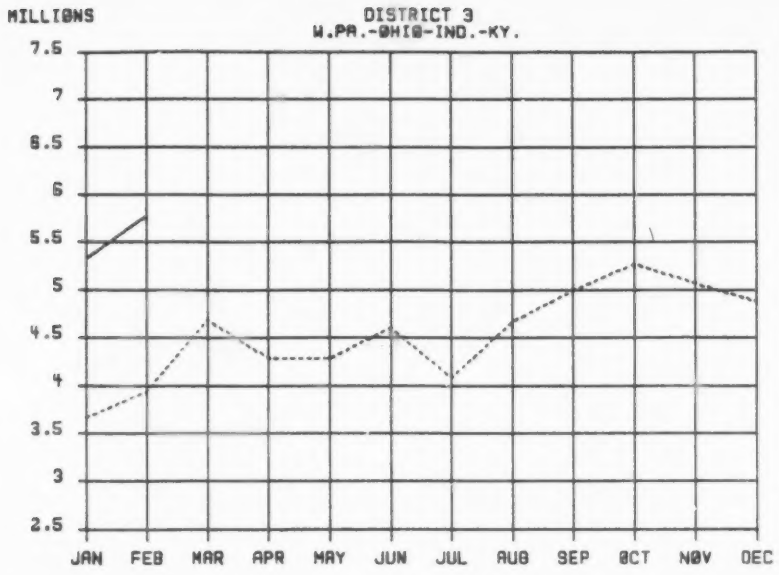
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0	30.1										
% Change	Cumulative	14.0	22.0										



1983 - - - -

1984 ———

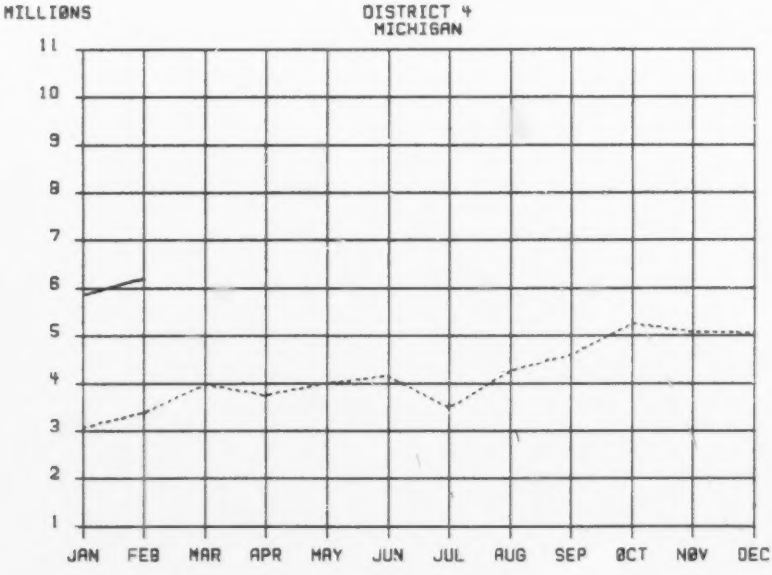
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5										
% Change	Cumulative	36.6	39.6										



1983 - - - -

1984 ———

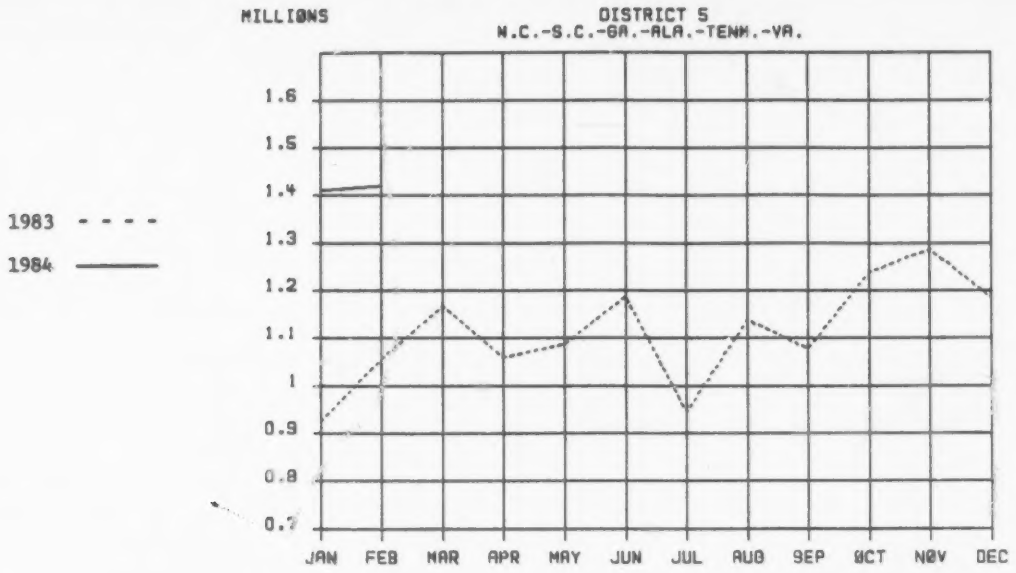
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	46.7										
% Change	Cumulative	45.6	46.2										



1983 - - - -

1984 ———

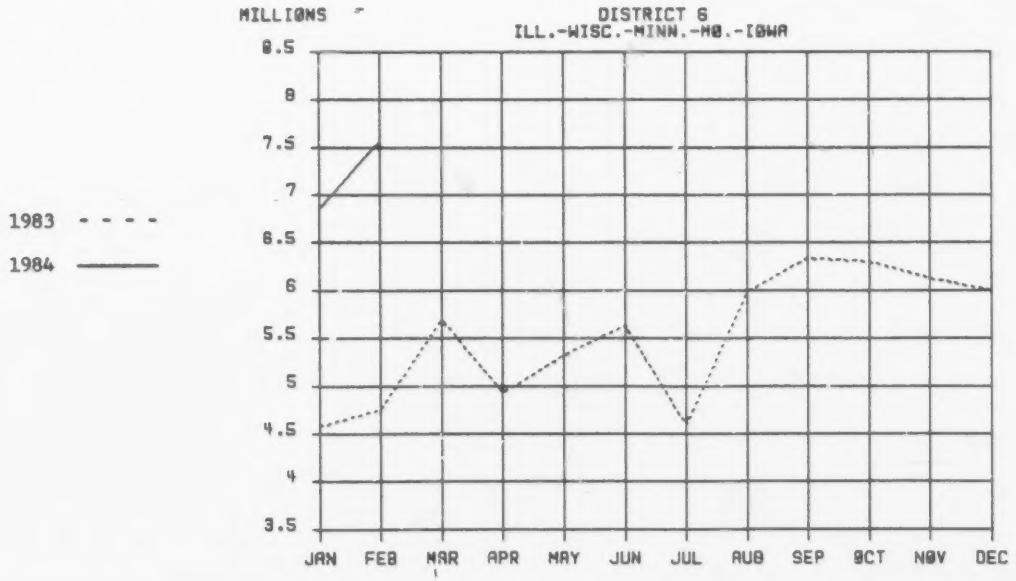
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2										
% Change	Cumulative	90.5	86.7										



1983 - - - -

1984 ———

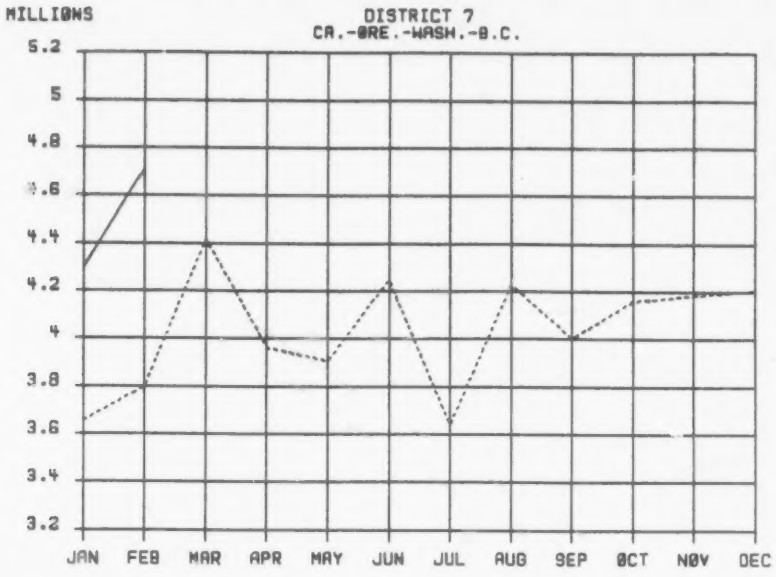
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	62.5	34.3										
% Change	Cumulative	62.5	42.8										



1983 - - - -

1984 ———

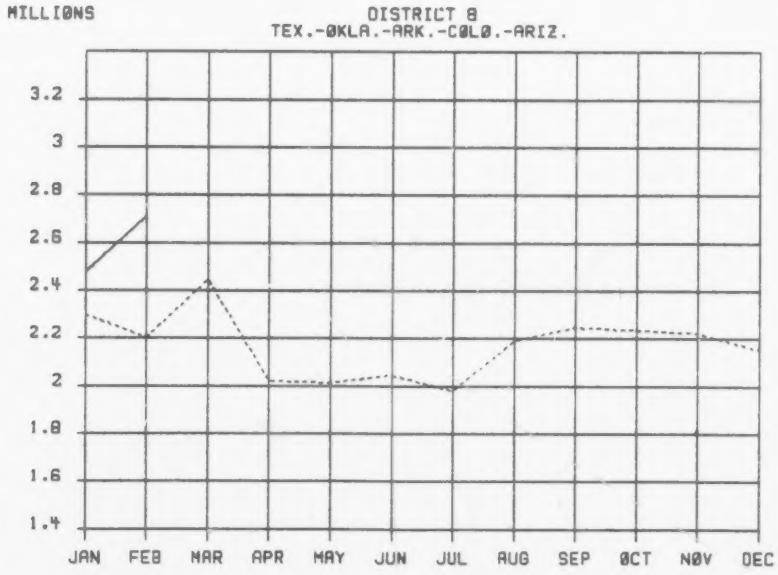
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1										
% Change	Cumulative	49.6	54.4										



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	24.0										
% Change	Cumulative	17.5	20.8										



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	23.0										
% Change	Cumulative	7.7	15.2										

MASTER CRAFTSMEN
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FOR RELEASE: IMMEDIATELY

MARCH 1984 SALES FOR THE METAL TREATING INDUSTRY ARE UP 7.7% OVER FEBRUARY 1984 FIGURES

March 1984 sales exceeded March 1983 figures by 32.8%.

For the fourth consecutive month, Commercial Heat Treaters increased their sales over the previous month.

Industry-wide, for the first three months of 1984 total billings amounted to $107 million, up 39.6% over the 1983 total for the same period of $76.8 million.

All eight MTI districts recorded gains over the March 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	Mar. 84 vs. Mar. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	16.9	20.0
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	15.1	30.0
3	South Central (W.PA-OH-IN-KY)	38.7	43.5
4	Michigan	68.1	80.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	35.7	40.2
6	North Central (IL-WI-MN-MO-IA)	38.4	48.4
7	Pacific Coast (CA-OR-WA-B.C.)	17.2	19.5
8	Southwest (TX-OK-AR-CO-AZ-LA-UT)	25.9	19.0

A6376-1 5/2/84

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ANALYSIS OF NATIONAL BILLINGS

MARCH, 1984

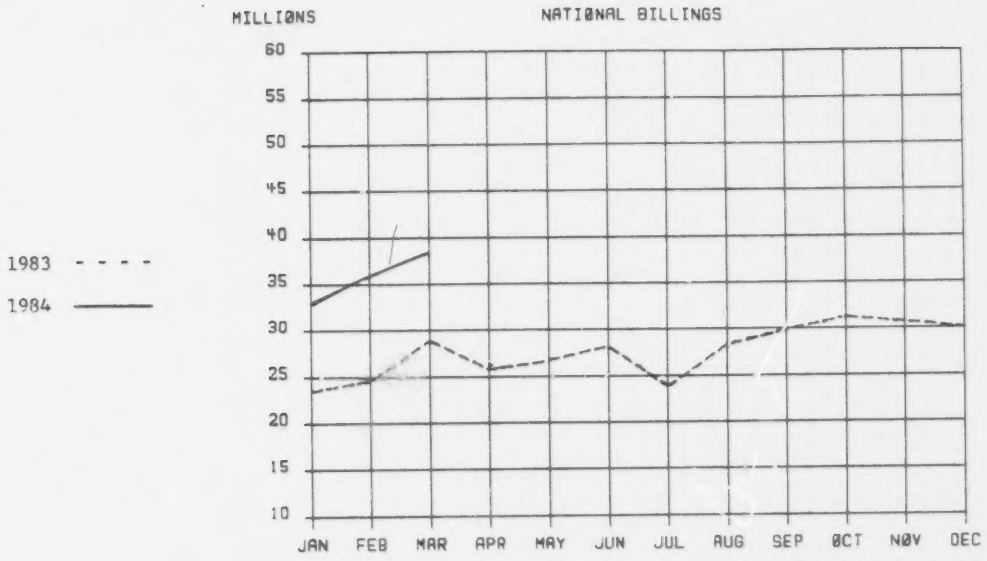
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	28976.7	38470.4	32.8	100.0	100.0
Dist. 1	15	1800.0	2103.4	16.9	6.2	5.5
Dist. 2	41	4871.6	5605.2	15.1	16.8	14.6
Dist. 3	52	4696.2	6511.6	38.7	16.2	16.9
Dist. 4	27	3875.1	6515.4	68.1	13.4	16.9
Dist. 5	19	1166.9	1583.7	35.7	4.0	4.1
Dist. 6	40	5700.4	7889.5	38.4	19.7	20.5
Dist. 7	36	4419.2	5180.3	17.2	15.3	13.5
Dist. 8	27	2447.3	3081.4	25.9	8.4	8.0
Foreign	10					

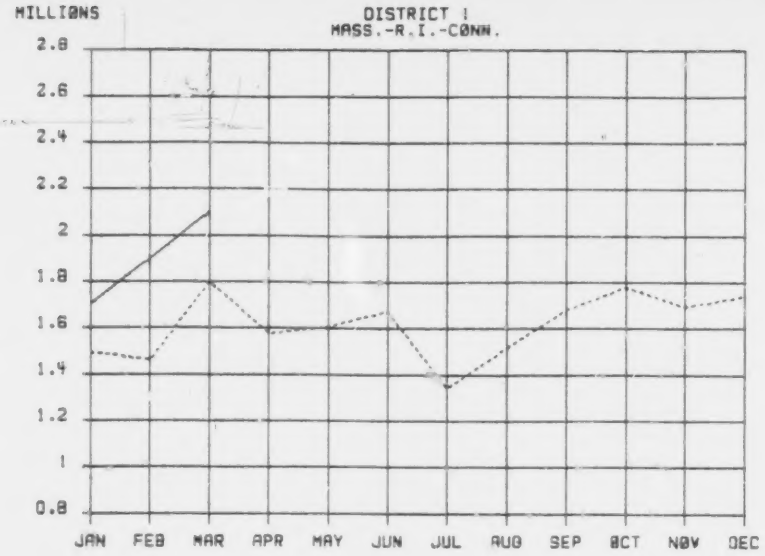
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	76814.4	107239.3	39.6	100.0	100.0
Dist. 1	4756.6	5710.1	20.0	6.2	5.3
Dist. 2	12445.0	16174.1	30.0	16.2	15.1
Dist. 3	12443.6	17851.0	43.5	16.2	16.6
Dist. 4	10154.6	18317.6	80.4	13.2	17.1
Dist. 5	3149.3	4415.3	40.2	4.1	4.1
Dist. 6	15037.8	22311.7	48.4	19.6	20.8
Dist. 7	11875.1	14188.5	19.5	15.5	13.2
Dist. 8	6952.3	8271.0	19.0	9.1	7.7

[1] Total MTI membership including firms that do not participate in monthly analysis.



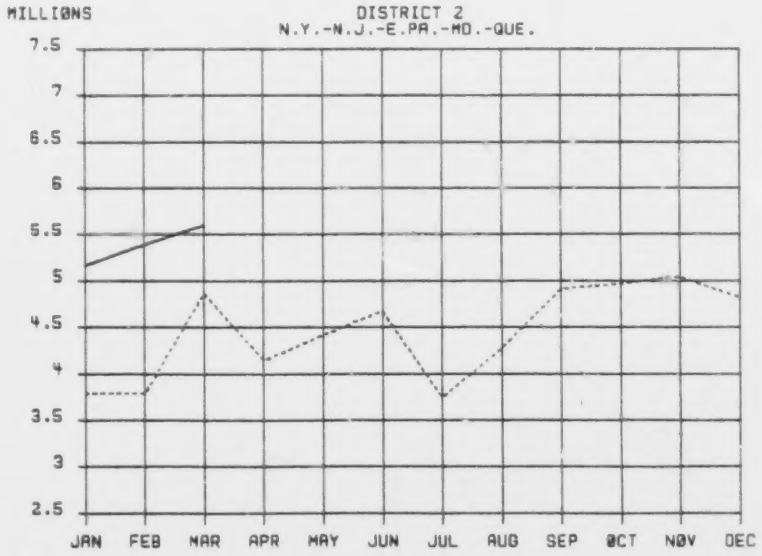
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.3	46.3	32.8									
% Change	Cumulative	41.3	43.7	39.6									



1983 - - - -

1984 ———

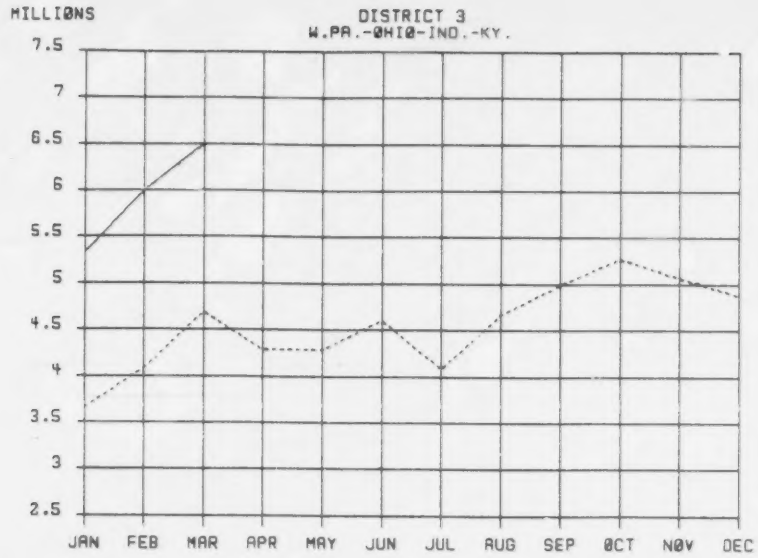
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0	30.1	16.9									
% Change	Cumulative	14.0	22.0	20.0									



1983 - - - -

1984 ———

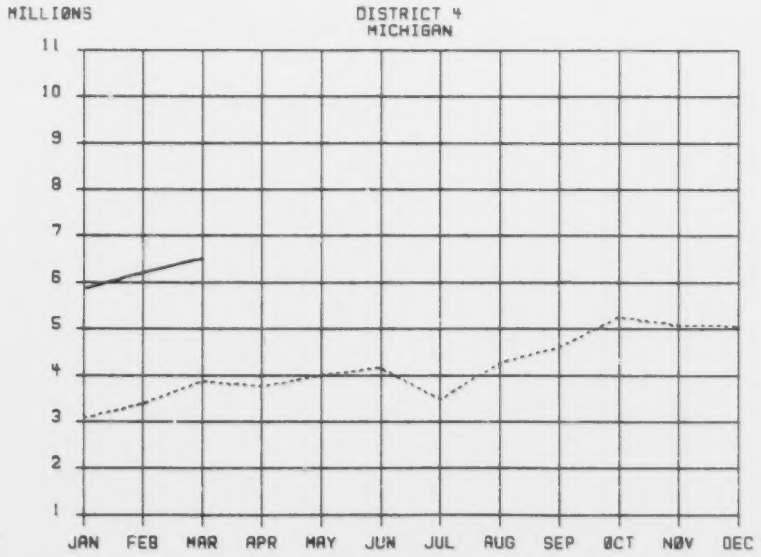
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5	15.1									
% Change	Cumulative	36.6	39.6	30.0									



1983 - - - -

1984 ———

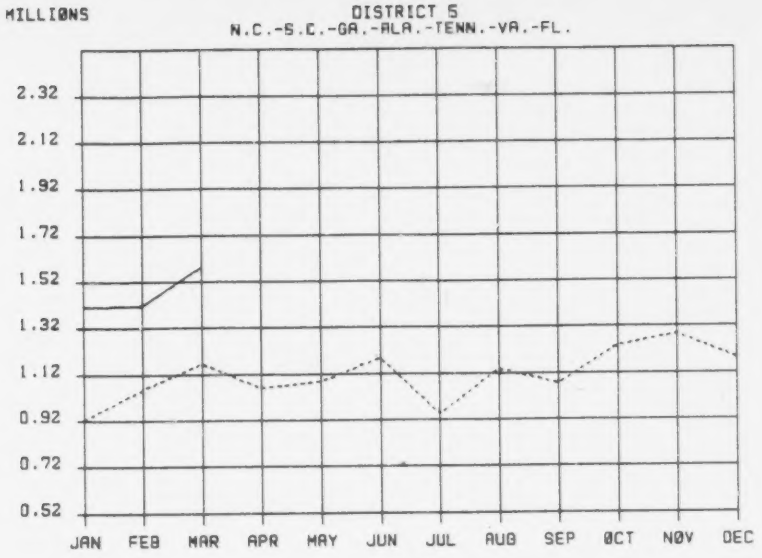
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	46.7	38.7									
% Change	Cumulative	45.6	46.2	43.5									



1983 - - - -

1984 ———

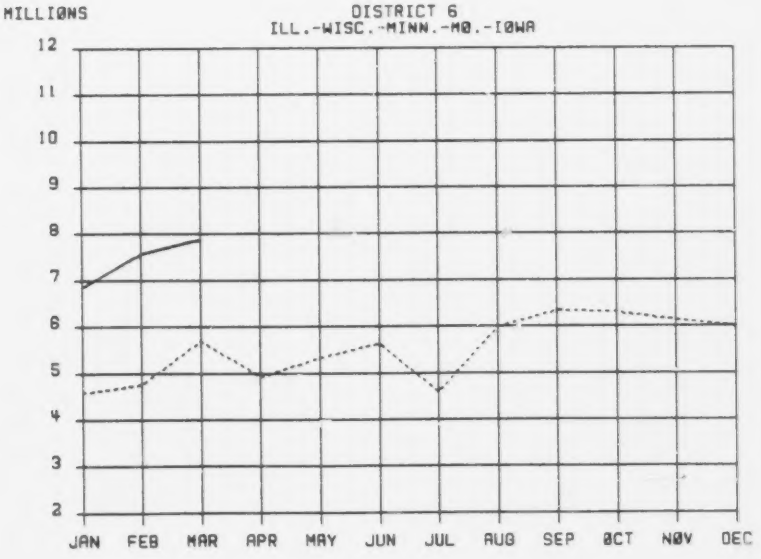
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2	68.1									
% Change	Cumulative	90.5	86.7	80.4									



1983 - - - -

1984 ———

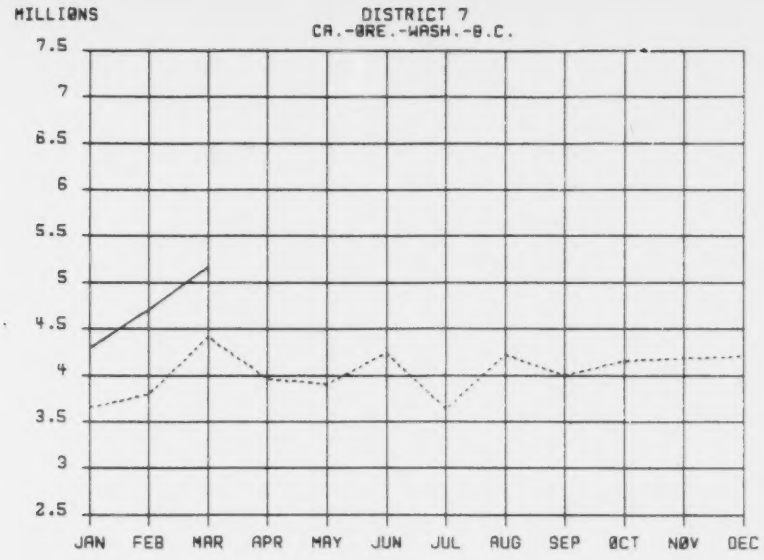
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	62.5	34.3	35.7									
% Change	Cumulative	62.5	42.8	40.2									



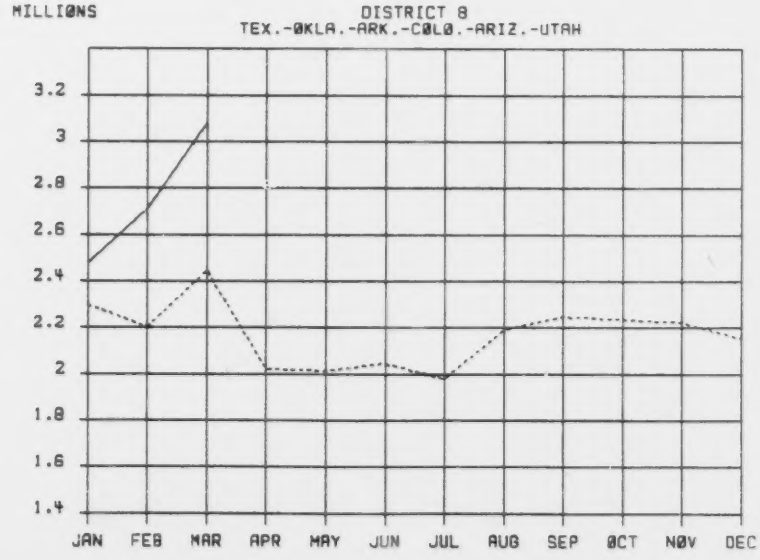
1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1	38.4									
% Change	Cumulative	49.6	54.4	48.4									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	24.0	17.2									
% Change	Cumulative	17.5	20.8	19.5									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	23.0	25.9									
% Change	Cumulative	7.7	15.2	19.0									

5/29/84
A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

APRIL 1984 SALES FOR THE METAL TREATING INDUSTRY ARE UP 40.3% OVER APRIL 1983 FIGURES

The industry experienced a decline of 13.0% in sales from the previous month. This followed four consecutive months in which Commercial Heat Treaters increased their sales over the previous month.

Industry-wide, for the first four months of 1984 total billings amounted to $143.8 million, up 40.8% over the 1983 total for the same period of $102.1 million.

All nine MTI districts recorded gains over the April 1983 sales totals. (Note: Beginning this month a newly formed District 9 is reported.)

A summary of percentage change by geographic regions follows:

	District	Apr. 84 vs. Apr. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	24.6	21.2
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	27.4	30.4
3	South Central (W.PA-OH-IN-KY)	45.7	40.0
4	Michigan	55.4	73.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	39.5	40.0
6	North Central (IL-WI-MN-MO-IA)	54.2	52.5
7	Pacific Coast (So.CA-AZ)	22.1	20.1
8	Southwest (TX-OK-AR-CO-LA-UT)	41.1	24.5
9	Northwest (No.CA-OR-WA-B.C.)	39.3	31.9

5/24/84
A6376-1

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TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1984

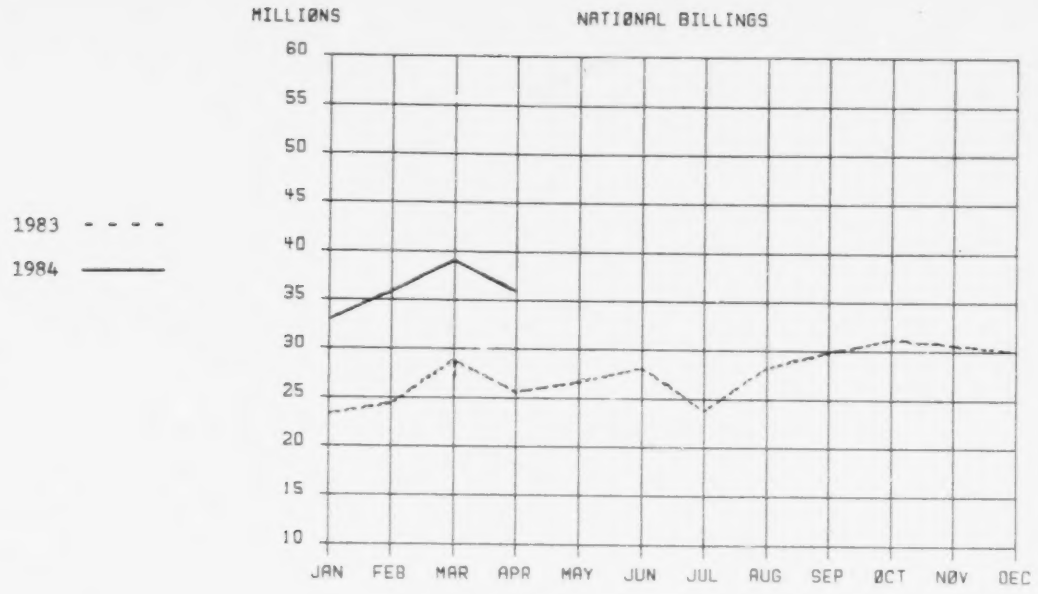
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	25645.3	35991.6	40.3	100.0	100.0
Dist. 1	15	1575.7	1962.6	24.6	6.1	5.5
Dist. 2	41	4144.0	5278.1	27.4	16.2	14.7
Dist. 3	52	4290.2	6250.3	45.7	16.7	17.4
Dist. 4	27	3757.0	5839.6	55.4	14.6	16.2
Dist. 5	19	1060.2	1478.9	39.5	4.1	4.1
Dist. 6	40	4930.9	7601.0	54.2	19.2	21.1
Dist. 7	36	3781.3	4618.3	22.1	14.7	12.8
Dist. 8	27	1654.3	2333.3	41.1	6.5	6.5
Dist. 9		451.8	629.5	39.3	1.8	1.7
Foreign	10					

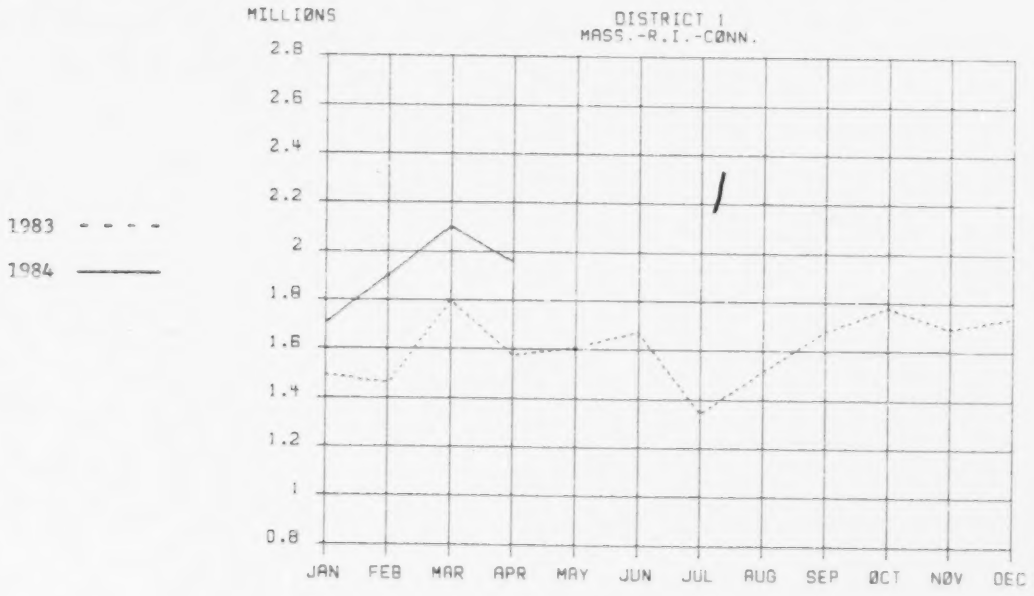
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	102117.6	143784.3	40.8	100.0	100.0
Dist. 1	6332.3	7672.7	21.2	6.2	5.3
Dist. 2	16589.0	21639.3	30.4	16.2	15.0
Dist. 3	16733.8	24101.4	44.0	16.4	16.8
Dist. 4	14209.4	24577.2	73.0	13.9	17.1
Dist. 5	4209.5	5894.1	40.0	4.1	4.1
Dist. 6	19968.7	30443.8	52.5	19.6	21.2
Dist. 7	15058.4	18092.5	20.1	14.7	12.6
Dist. 8	7208.5	8978.2	24.5	7.1	6.2
Dist. 9	1807.9	2385.1	31.9	1.8	1.7

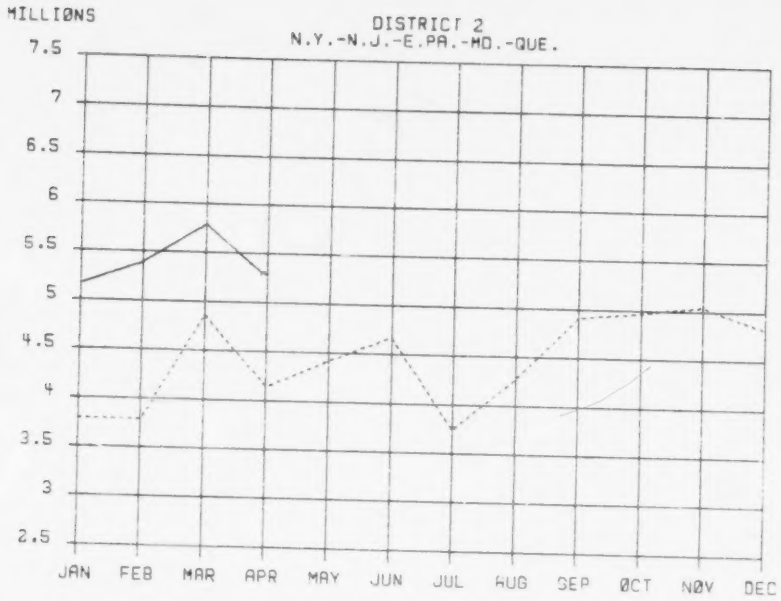
[1] Total MTI membership including firms that do not participate in monthly analysis.



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.8	46.9	35.2	40.3								
% Change	Cumulative	41.8	44.4	41.0	40.8								



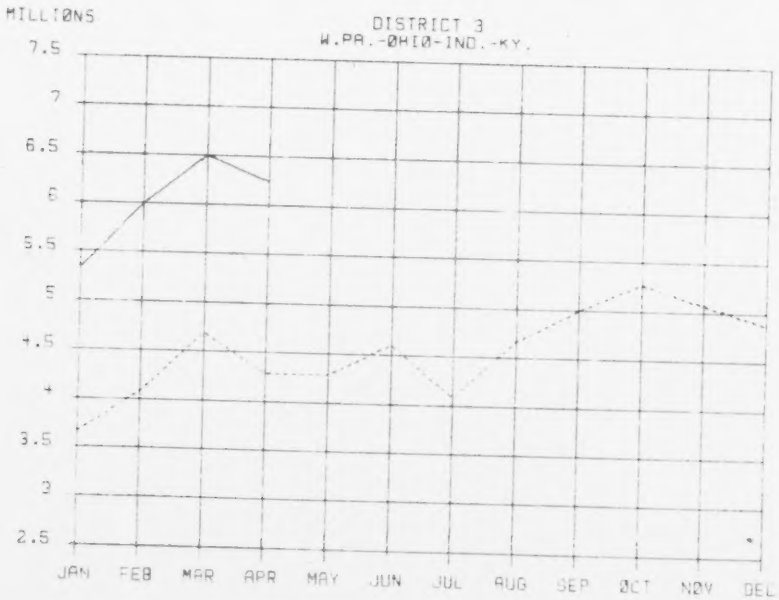
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0	30.1	16.9	24.6								
% Change	Cumulative	14.0	22.0	20.0	21.2								



1983 - - - -

1984 ———

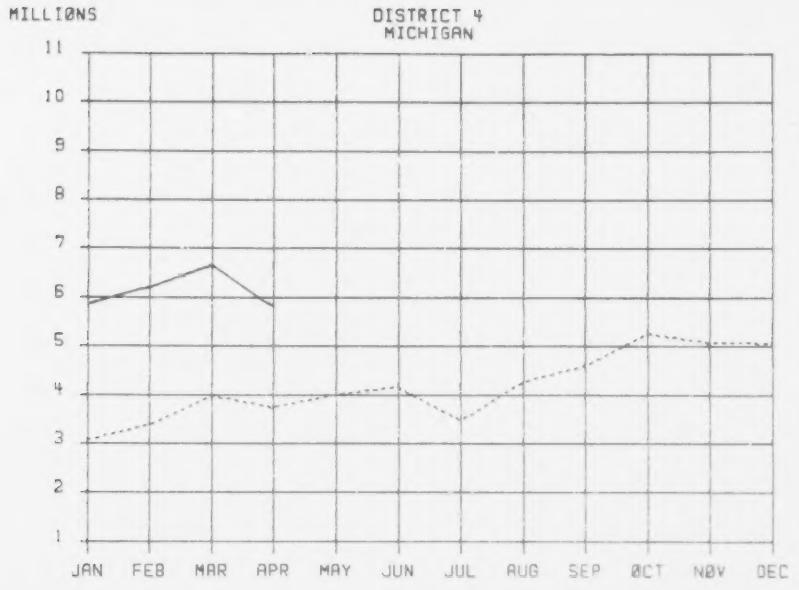
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5	18.9	27.4								
% Change	Cumulative	36.6	39.6	31.5	30.4								



1983 - - - -

1984 - - ———

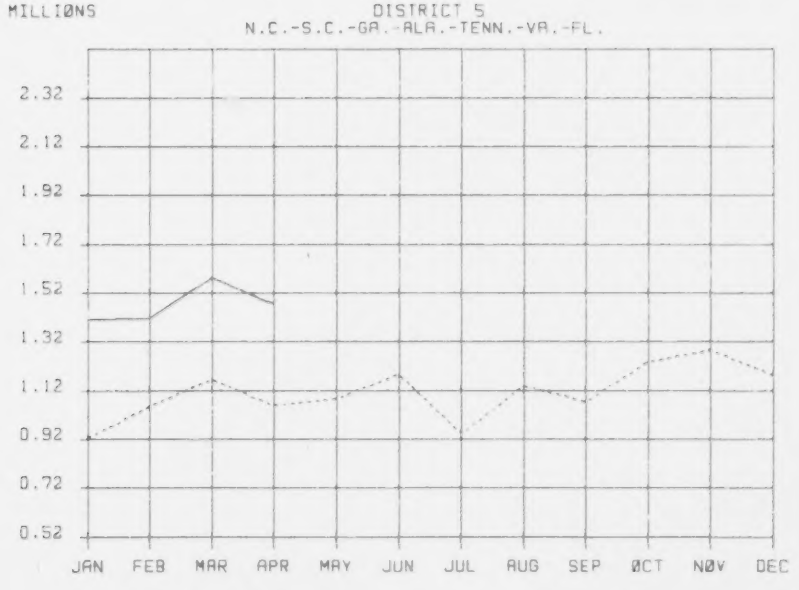
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	47.0	38.7	45.7								
% Change	Cumulative	45.6	46.4	43.5	44.0								



1983 - - - -

1984 ———

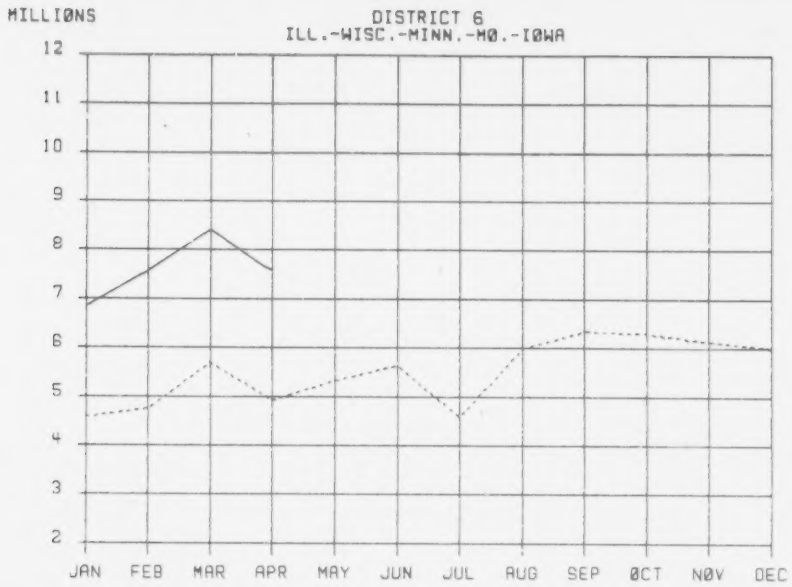
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2	67.2	55.4								
% Change	Cumulative	90.5	86.7	79.3	73.0								



1983 - - - -

1984 ———

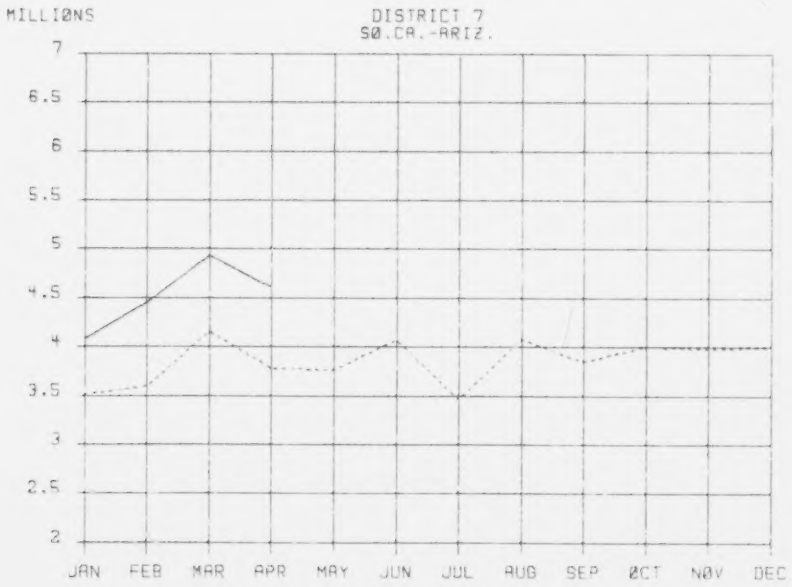
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5								
% Change	Cumulative	52.6	42.8	40.2	40.0								



1983 - - - -

1984 ———

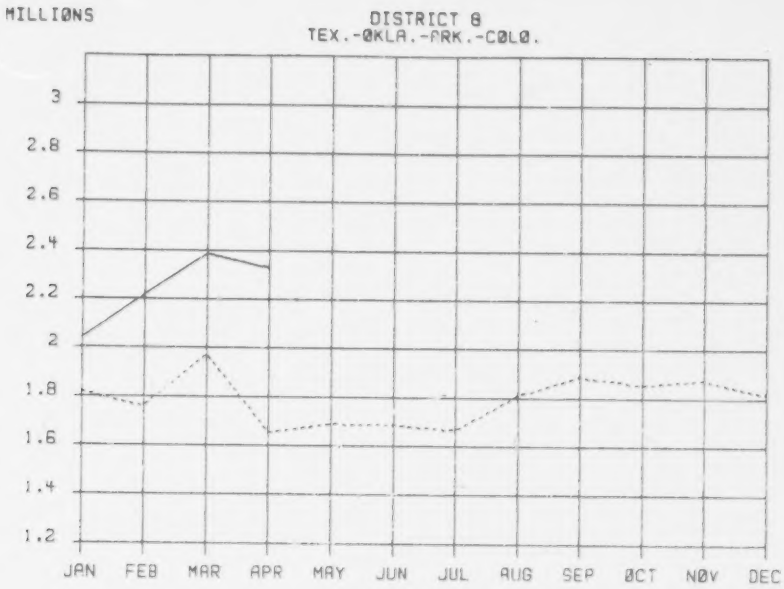
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1	47.7	54.2								
% Change	Cumulative	49.6	54.5	51.9	52.5								



1983 - - - -

1984 ———

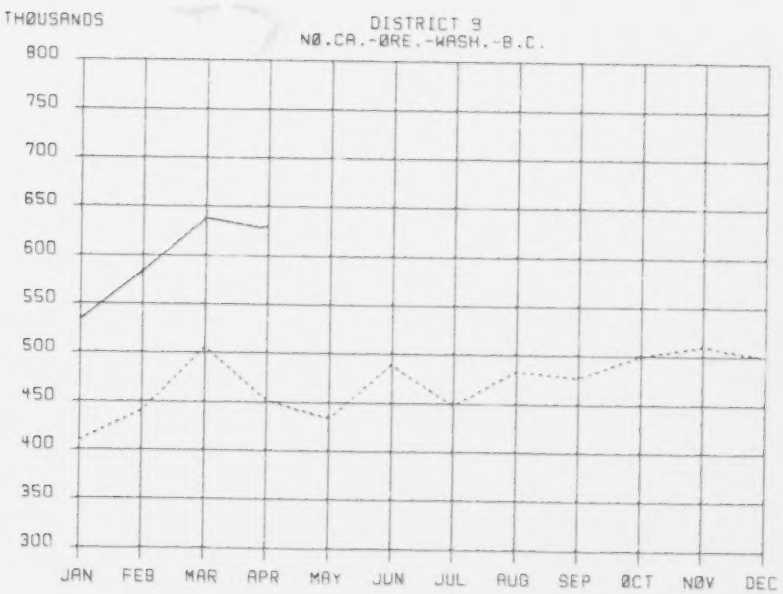
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.0	23.9	18.6	22.1								
% Change	Cumulative	16.0	20.0	19.5	20.1								



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	25.8	21.0	41.1								
% Change	Cumulative	12.2	18.9	19.6	24.5								



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	30.5	32.3	26.2	39.3								
% Change	Cumulative	30.5	31.4	29.5	31.9								

A6376-1 4/13/84

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 878-6185

FOR RELEASE: Immediately

CORRECTION

In the most recent press release announcing sales for commercial heat treaters in April, 1984, the decline from the previous month should be 7.7%, not 13% as erroneously reported.

AG376-1

6/84

MASTER CRAFTSMEN
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Telephone: (904) 878-6185

FOR RELEASE: IMMEDIATELY

MAY 1984 SALES FOR THE METAL TREATING INDUSTRY ARE UP 42.5% OVER MAY 1983 FIGURES

The Commercial Heat Treating industry showed a 5.1% increase in sales over April 1984.

Industry-wide, total billings for the first five months of 1984 amounted to $181.9 million, up 41.1% over the 1983 total for this period of $128.9 million.

All nine MTI districts recorded gains over the May 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	May 84 vs. May 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	37.4	24.5
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	31.5	30.7
3	South Central (W.PA-OH-IN-KY)	50.3	45.3
4	Michigan	52.9	68.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	49.5	42.0
6	North Central (IL-WI-MN-MO-IA)	50.0	51.9
7	Pacific Coast (So.CA-AZ)	13.4	18.8
8	Southwest (TX-OK-AR-CO-LA-UT)	65.4	31.1
9	Northwest (No.CA-OR-WA-B.C.)	55.4	40.4

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6/84

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

MAY, 1984

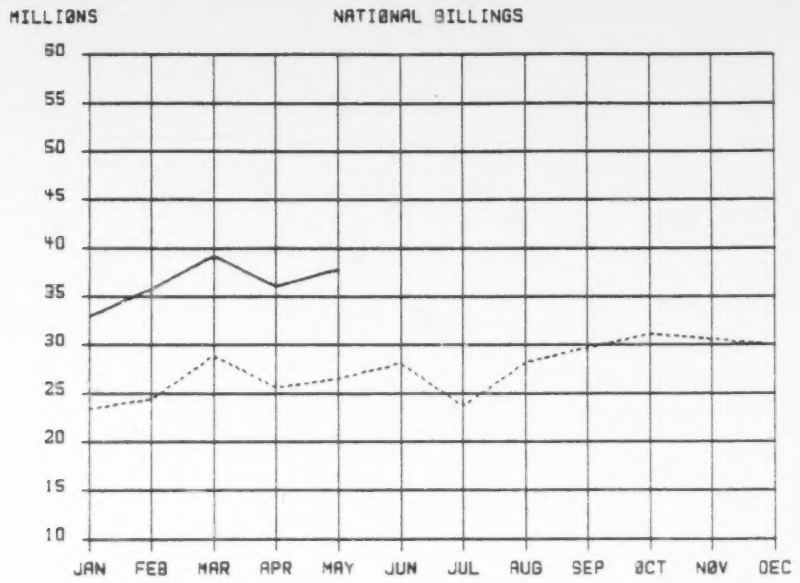
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	26542.0	37813.7	42.5	100.0	100.0
Dist. 1	15	1607.9	2210.1	37.4	6.1	5.8
Dist. 2	41	4421.1	5811.9	31.5	16.7	15.4
Dist. 3	52	4284.7	6440.1	50.3	16.1	17.0
Dist. 4	27	4003.0	6120.4	52.9	15.1	16.2
Dist. 5	19	1087.3	1625.9	49.5	4.1	4.3
Dist. 6	40	5326.6	7988.7	50.0	20.1	21.1
Dist. 7	36	3765.8	4269.2	13.4	14.2	11.3
Dist. 8	27	1690.1	2794.9	65.4	6.4	7.4
Dist. 9		355.6	552.5	55.4	1.3	1.5
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	128914.1	181893.0	41.1	100.0	100.0
Dist. 1	7940.2	9882.7	24.5	6.2	5.4
Dist. 2	21010.1	27451.2	30.7	16.3	15.1
Dist. 3	21018.5	30541.5	45.3	16.3	16.8
Dist. 4	18212.4	30697.6	68.6	14.1	16.9
Dist. 5	5296.8	7520.1	42.0	4.1	4.1
Dist. 6	25295.3	38432.5	51.9	19.6	21.1
Dist. 7	18824.2	22361.7	18.8	14.6	12.3
Dist. 8	9499.4	12454.3	31.1	7.4	6.8
Dist. 9	1817.2	2551.5	40.4	1.4	1.4

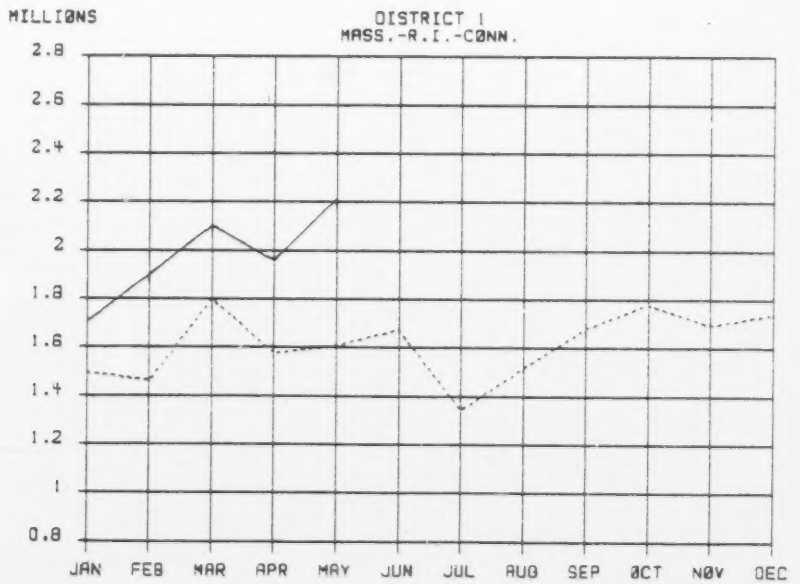
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

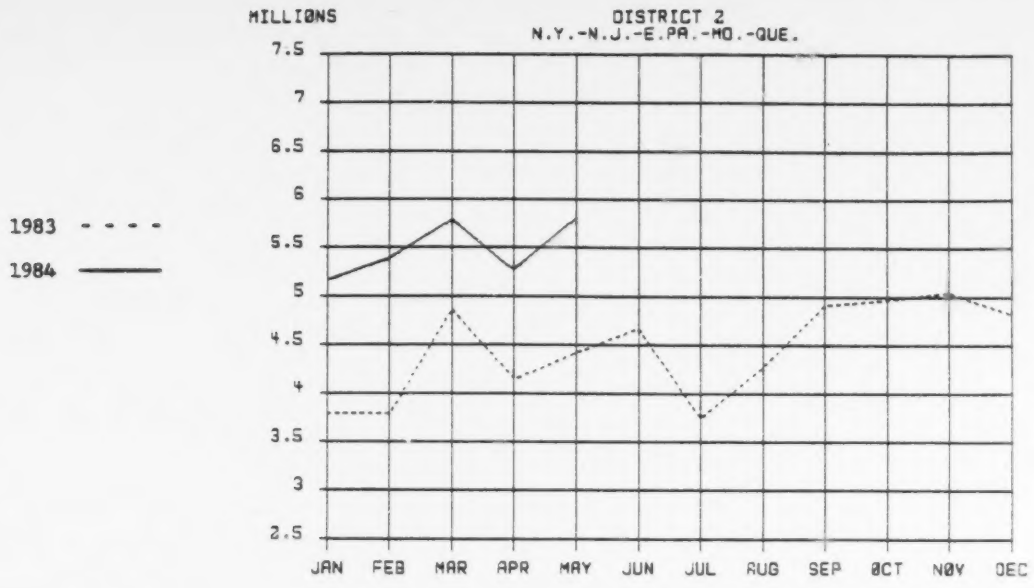
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.1	46.5	35.5	40.9	42.5							
% Change	Cumulative	41.1	43.9	40.7	40.7	41.1							



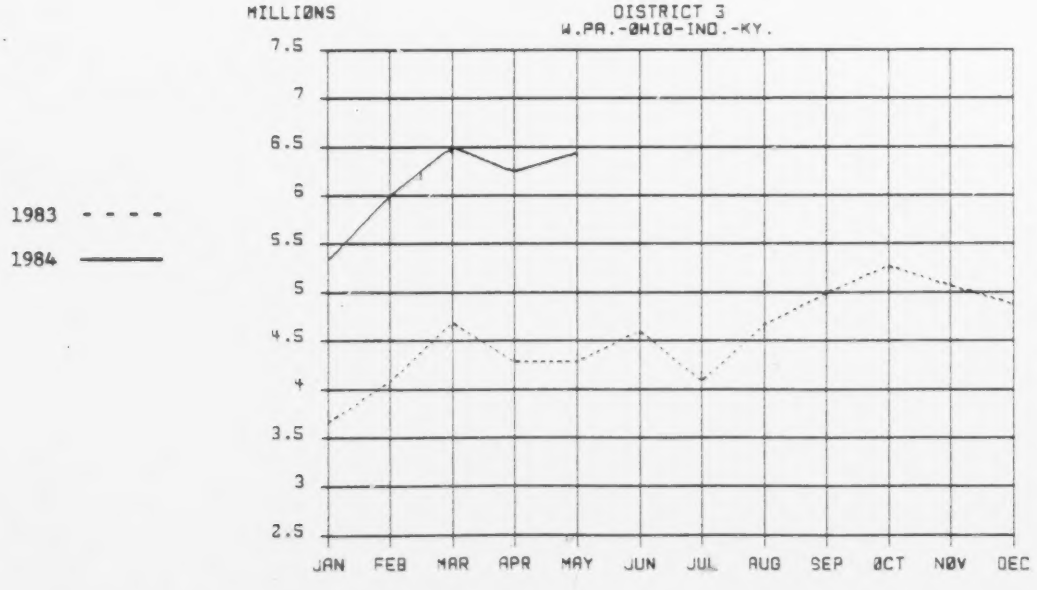
1983 - - - -

1984 ———

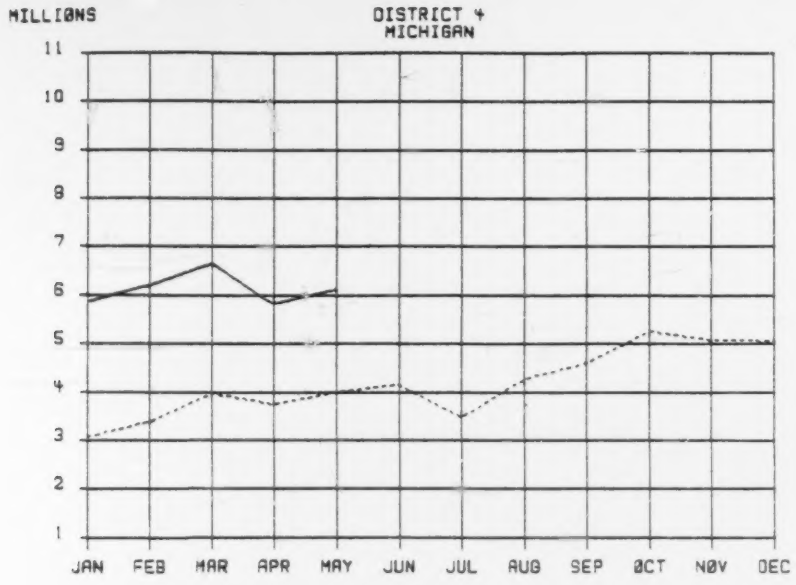
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0	30.1	16.9	24.6	37.4							
% Change	Cumulative	14.0	22.0	20.0	21.2	24.5							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5	18.9	27.4	31.5							
% Change	Cumulative	36.6	39.6	31.5	30.4	30.7							



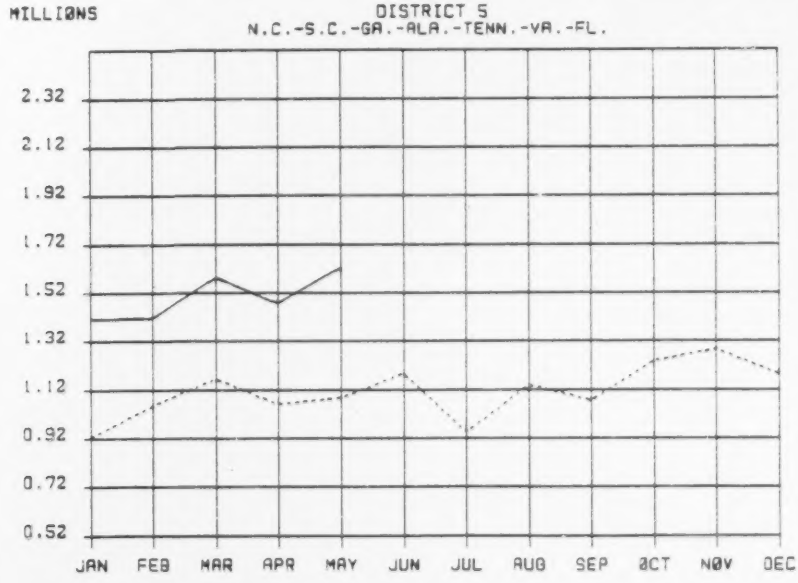
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	47.0	38.7	45.7	50.3							
% Change	Cumulative	45.6	46.4	43.5	44.0	45.3							



1983 - - - -

1984 ———

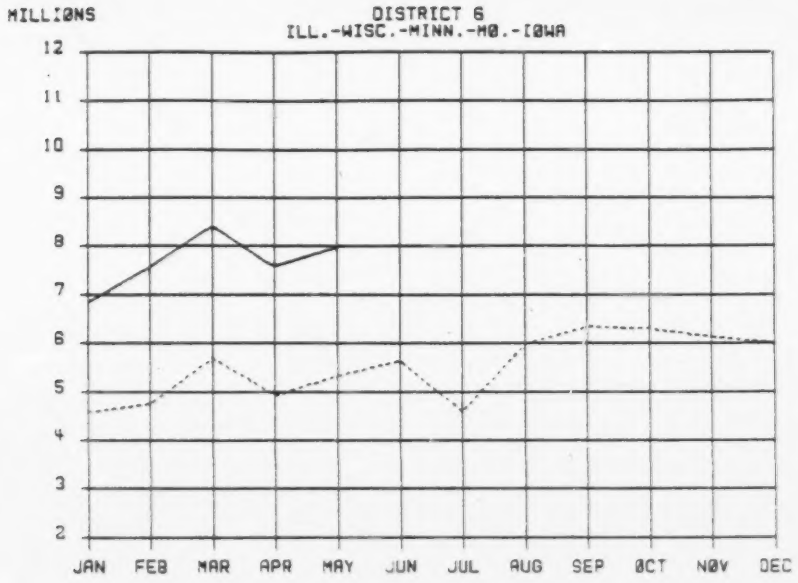
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2	67.2	55.4	52.9							
% Change	Cumulative	90.5	86.7	79.3	73.0	68.6							



1983 - - - -

1984 ———

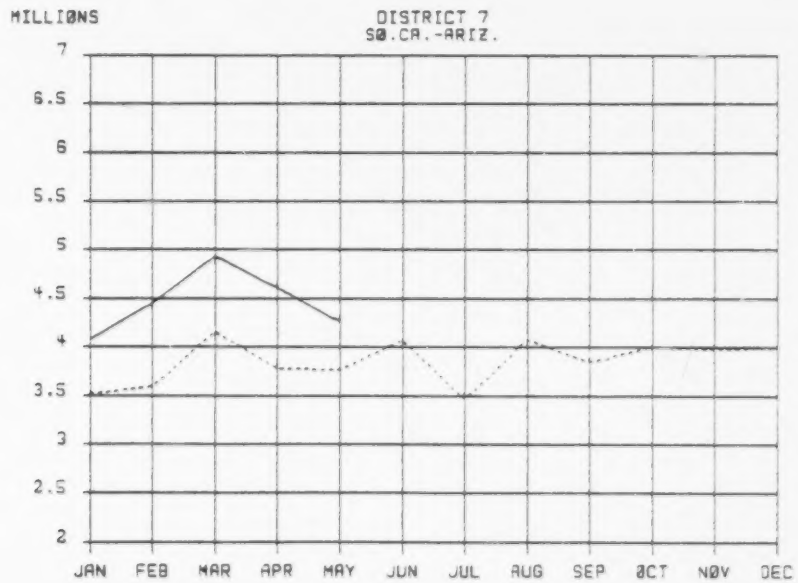
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5	49.5							
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0							



1983 - - - -

1984 ———

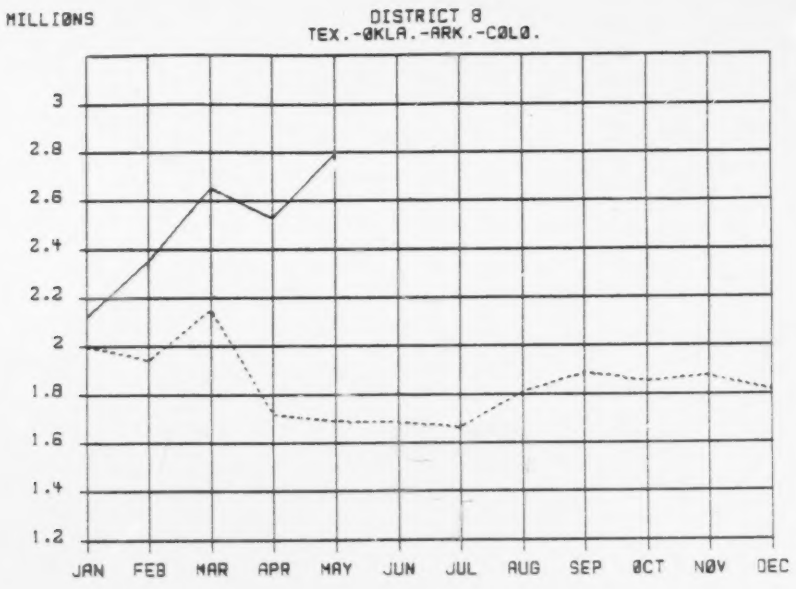
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1	47.7	54.2	50.0							
% Change	Cumulative	49.6	54.5	51.9	52.5	51.9							



1983 - - - -

1984 ———

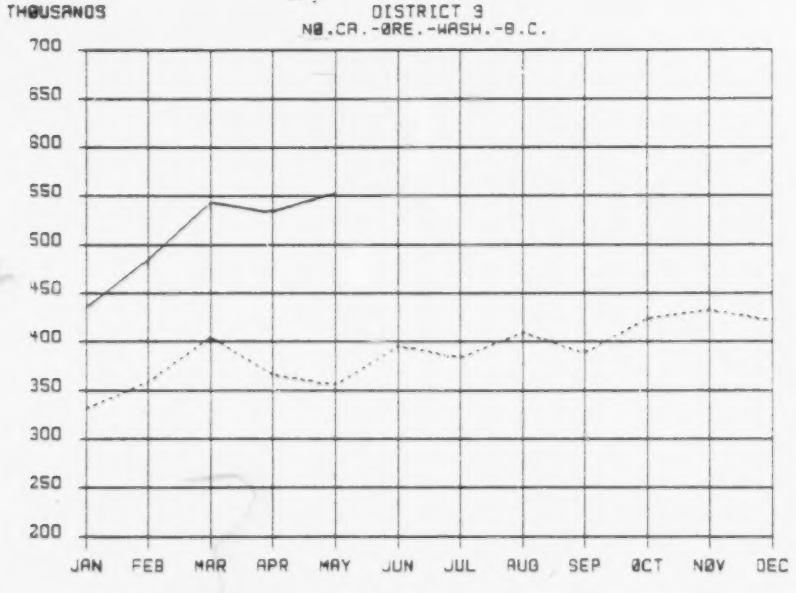
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.0	23.9	18.6	22.1	13.4							
% Change	Cumulative	16.0	20.0	19.5	20.1	18.8							



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4							
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1							



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4							
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4							

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

For further editorial information contact:
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Telephone (904) 878-6185

FOR RELEASE: IMMEDIATELY

JUNE 1984 SALES FOR THE METAL TREATING INDUSTRY INCREASE 31.8% OVER JUNE 1983 FIGURES

The Commercial Heat Treating industry showed a 2.0% decrease in sales over May 1984.

Industry-wide, total billings for the first six months of 1984 amounted to $219.5 million, up 39.8% over the 1983 total for this period of $157.0 million.

All nine MTI districts recorded gains over the June 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	June 84 vs. June 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	19.2	23.5
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	19.8	28.7
3	South Central (W.PA-OH-IN-KY)	45.3	45.3
4	Michigan	41.4	63.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	22.1	38.3
6	North Central (IL-WI-MN-MO-IA)	33.6	48.6
7	Pacific Coast (So.CA-AZ)	16.9	20.7
8	Southwest (TX-OK-AR-CO-LA-UT)	53.8	34.5
9	Northwest (No.CA-OR-WA-B.C.)	31.0	38.7

A6376-1

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1984

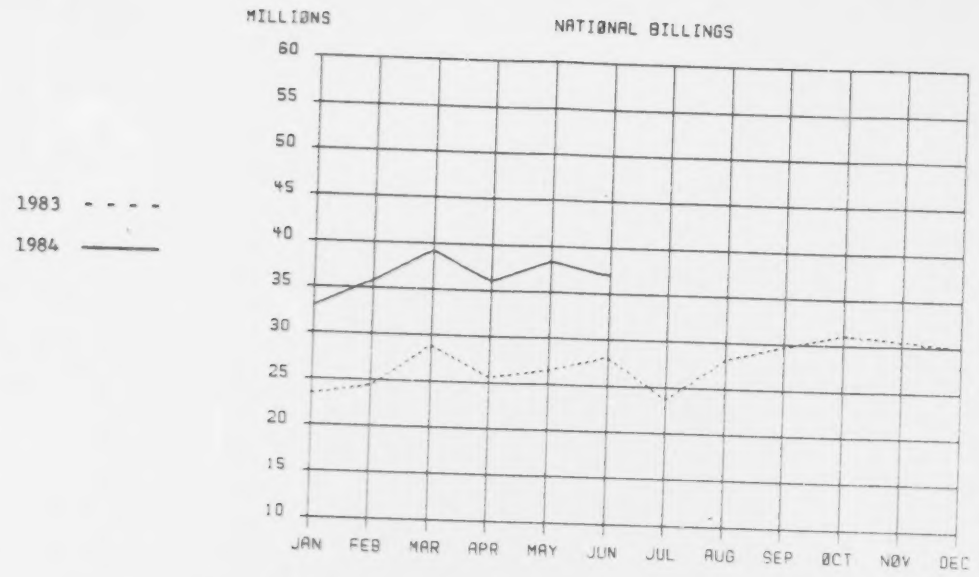
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	28111.2	37050.0	31.8	100.0	100.0
Dist. 1	15	1674.2	1995.0	19.2	6.0	5.4
Dist. 2	41	4678.8	5604.3	19.8	16.6	15.1
Dist. 3	52	4606.5	6691.4	45.3	16.4	18.1
Dist. 4	27	4164.9	5890.8	41.4	14.8	15.9
Dist. 5	19	1188.2	1451.0	22.1	4.2	3.9
Dist. 6	40	5639.7	7537.3	33.6	20.1	20.3
Dist. 7	36	4076.8	4767.8	16.9	14.5	12.9
Dist. 8	27	1685.7	2593.3	53.8	6.0	7.0
Dist. 9		396.3	519.0	31.0	1.4	1.4
Foreign	10					

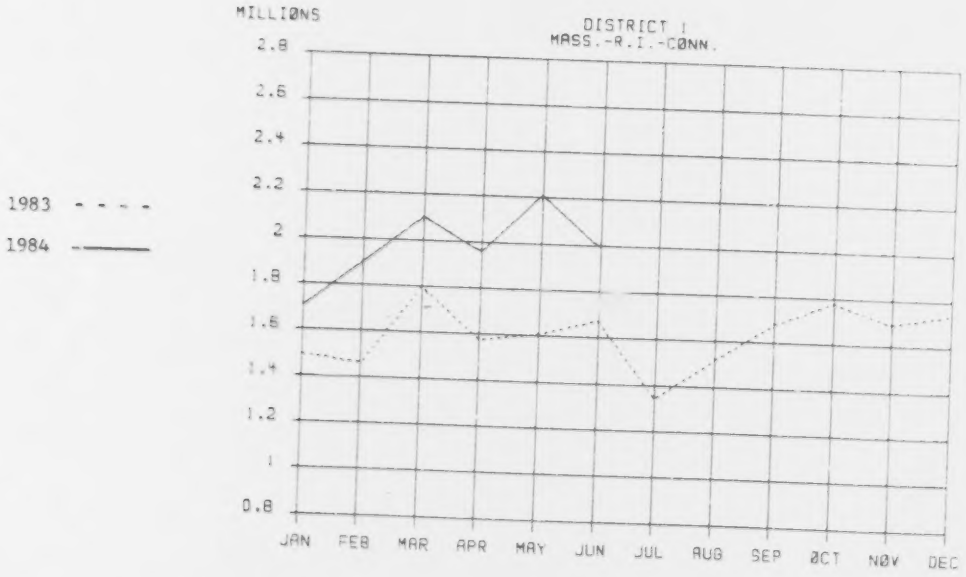
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	157025.3	219468.6	39.8	100.0	100.0
Dist. 1	9614.5	11877.7	23.5	6.1	5.4
Dist. 2	25688.9	33063.3	28.7	16.4	15.1
Dist. 3	25625.0	37232.9	45.3	16.3	17.0
Dist. 4	22377.3	36588.4	63.5	14.3	16.7
Dist. 5	6485.0	8971.1	38.3	4.1	4.1
Dist. 6	30935.3	45969.8	48.6	19.7	20.9
Dist. 7	22901.0	27647.2	20.7	14.6	12.6
Dist. 8	11185.1	15047.6	34.5	7.1	6.9
Dist. 9	2213.5	3070.5	38.7	1.4	1.4

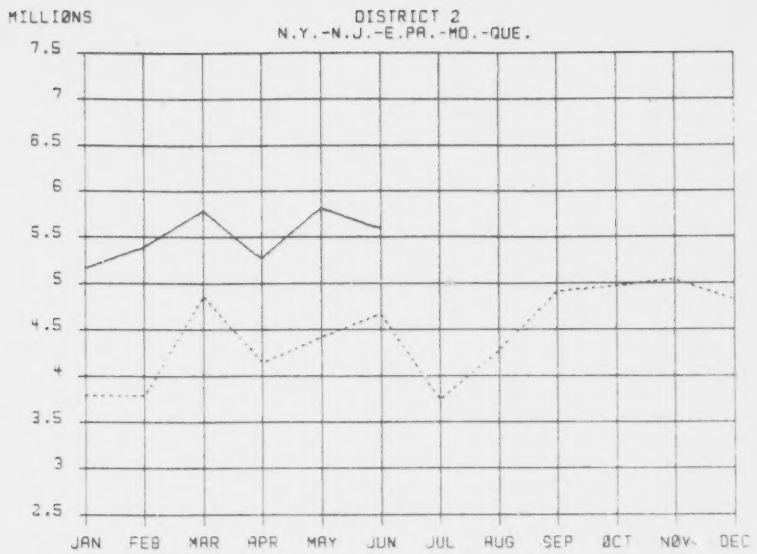
[1] Total MTI membership including firms that do not participate in monthly analysis.



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	41.1	46.5	35.5	40.9	44.4	31.8						
	Cumulative	41.1	43.°	40.7	40.7	41.5	39.8						



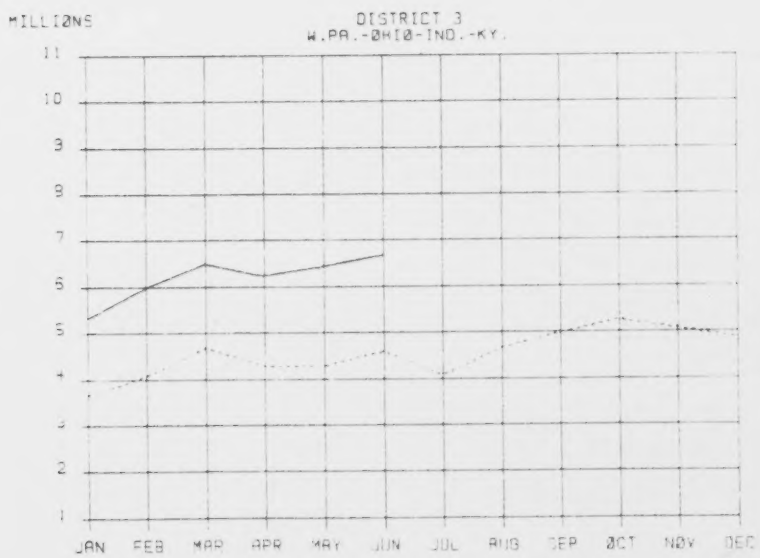
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	14.0	30.1	16.9	24.6	37.4	19.2						
	Cumulative	14.0	22.0	20.0	21.2	24.5	23.5						



1983 - - - -

1984 ———

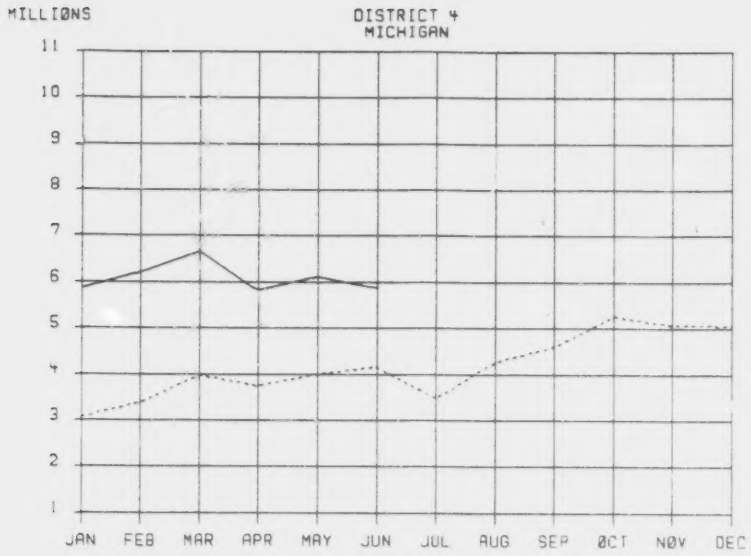
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5	18.9	27.4	31.6	19.8						
% Change	Cumulative	36.6	39.6	31.5	30.4	30.7	28.7						



1983 - - - -

1984 ———

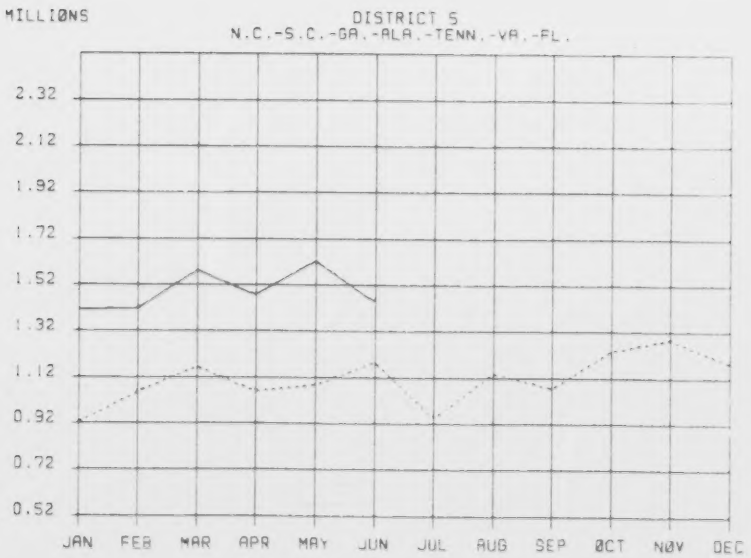
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	47.0	38.7	45.7	50.3	45.3						
% Change	Cumulative	45.6	46.4	43.5	44.0	45.3	45.3						



1983 - - - -

1984 ———

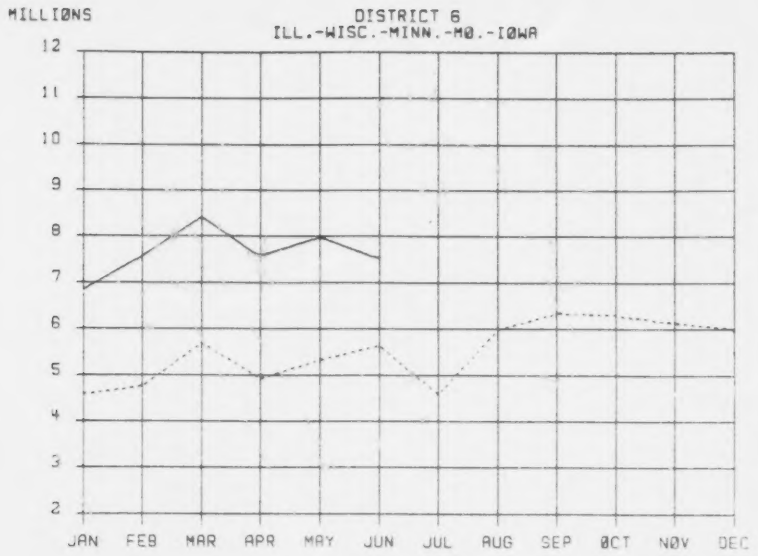
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2	67.2	55.4	52.9	41.4						
% Change	Cumulative	90.5	86.7	79.3	73.0	68.6	63.5						



1983 - - - -

1984 ———

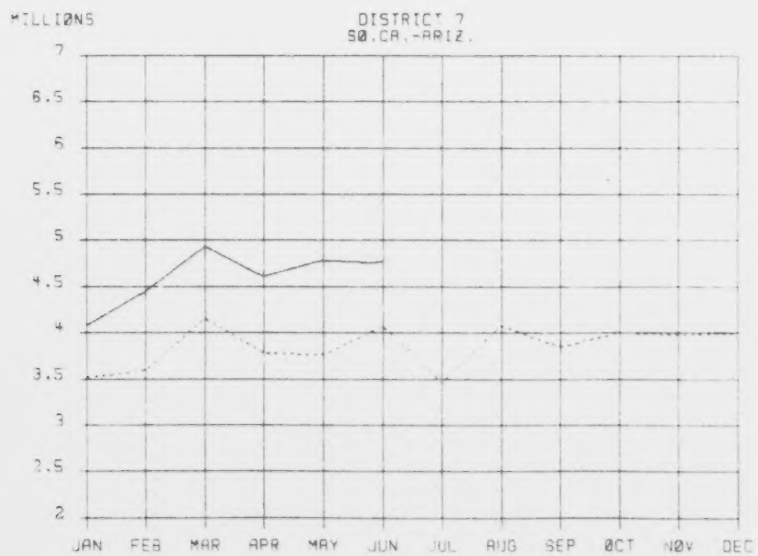
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5	49.5	22.1						
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3						



1983 - - - -

1984 ———

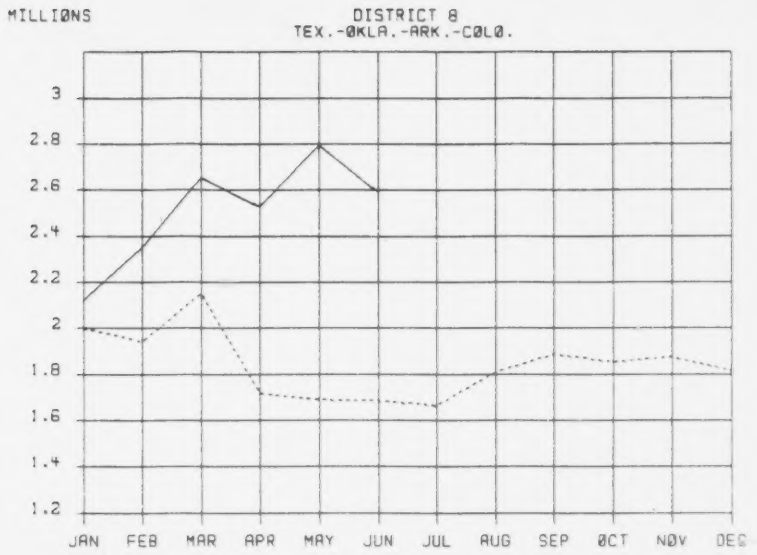
Gain or Loss % Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	49.6	59.1	47.7	54.2	50.0	33.6						
	Cumulative	49.6	54.5	51.9	52.5	51.9	48.6						



1983 - - - -

1984 ———

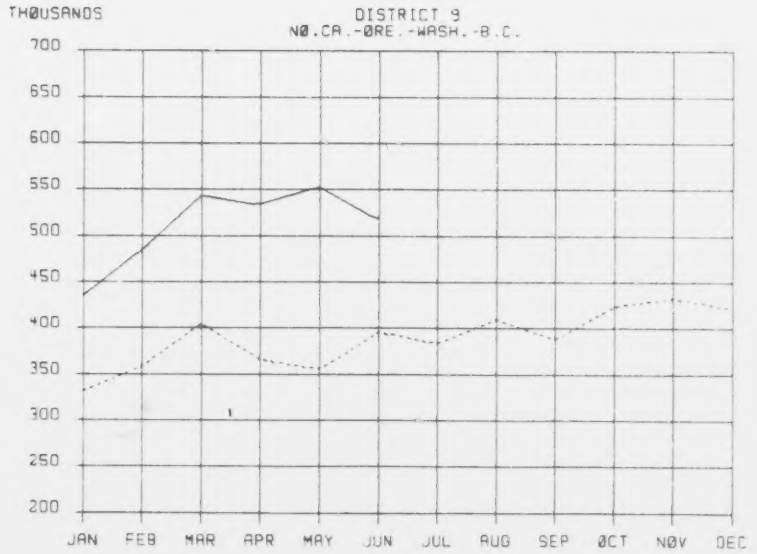
Gain or Loss % Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	16.0	23.9	18.6	22.1	27.1	16.9						
	Cumulative	16.0	20.0	19.5	20.1	21.5	20.7						



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4	53.8						
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1	34.5						



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0						
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7						

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

JULY 1984 SALES FOR COMMERCIAL HEAT TREATERS SHOW INCREASE OF 44.7% OVER JULY 1983 FIGURES

The July 1984 sales total amounted to $33.5 million, up from $23.2 million in July, 1983.

The Metal Treating Industry accounted for total billings of $247.7 million through the first seven months of 1984. This represents an increase of 41% over the 1983 total for this period of $175.7 million.

All nine MTI districts recorded gains over the July 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	July 84 vs. July 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	34.1	24.6
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	36.8	31.0
3	South Central (W.PA-OH-IN-KY)	55.3	48.5
4	Michigan	60.7	63.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	42.1	44.8
6	North Central (IL-WI-MN-MO-IA)	44.2	48.0
7	Pacific Coast (So.CA-AZ)	27.6	22.2
8	Southwest (TX-OK-AR-CO-LA-UT)	54.2	37.1
9	Northwest (No.CA-OR-WA-B.C.)	26.0	36.8

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JULY, 1984

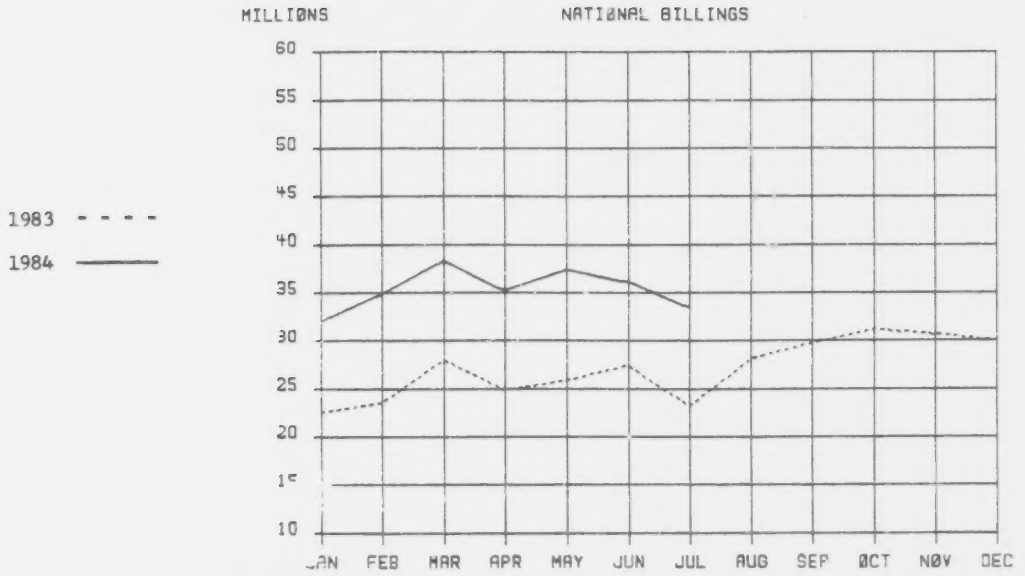
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	23192.6	33555.2	44.7	100.0	100.0
Dist. 1	15	1367.1	1832.6	34.1	5.9	5.5
Dist. 2	41	3843.1	5258.1	36.8	16.6	15.7
Dist. 3	52	3961.8	6151.2	55.3	17.1	18.3
Dist. 4	27	3485.4	5602.5	60.7	15.0	16.7
Dist. 5	19	815.8	1159.0	42.1	3.5	3.5
Dist. 6	40	4297.7	6198.0	44.2	18.5	18.5
Dist. 7	36	3371.9	4301.8	27.6	14.5	12.8
Dist. 8	27	1666.3	2568.7	54.2	7.2	7.7
Dist. 9		383.6	483.2	26.0	1.7	1.4
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	175653.3	247743.8	41.0	100.0	100.0
Dist. 1	11213.1	13972.0	24.6	6.4	5.6
Dist. 2	30291.2	39687.7	31.0	17.2	16.0
Dist. 3	28383.8	42160.8	48.5	16.2	17.0
Dist. 4	25862.7	42191.0	63.1	14.7	17.0
Dist. 5	6237.8	9033.7	44.8	3.6	3.6
Dist. 6	32528.1	48125.5	48.0	18.5	19.4
Dist. 7	25687.9	31403.0	22.2	14.6	12.7
Dist. 8	12851.4	17616.4	37.1	7.3	7.1
Dist. 9	2597.1	3553.7	36.8	1.5	1.4

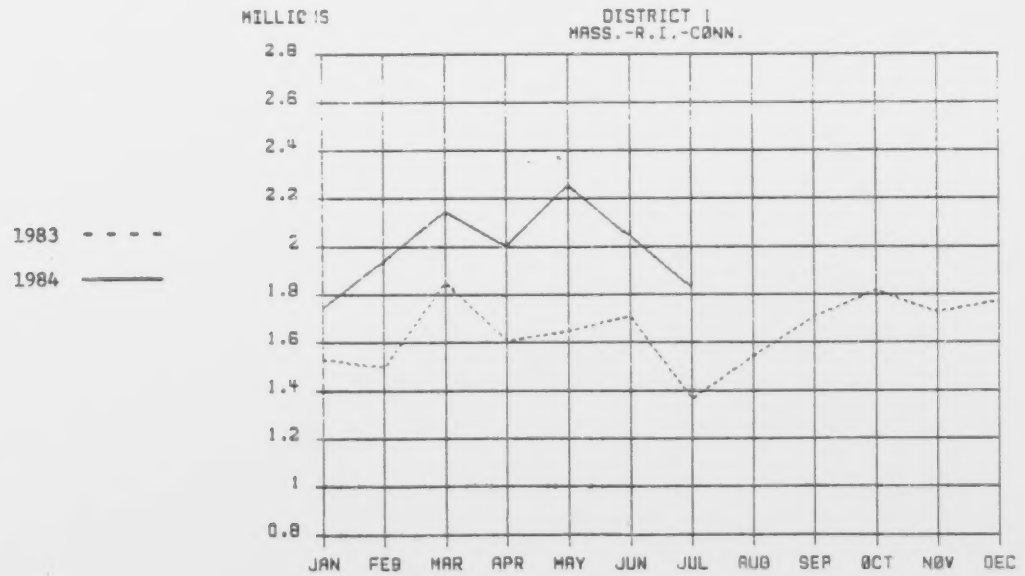
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

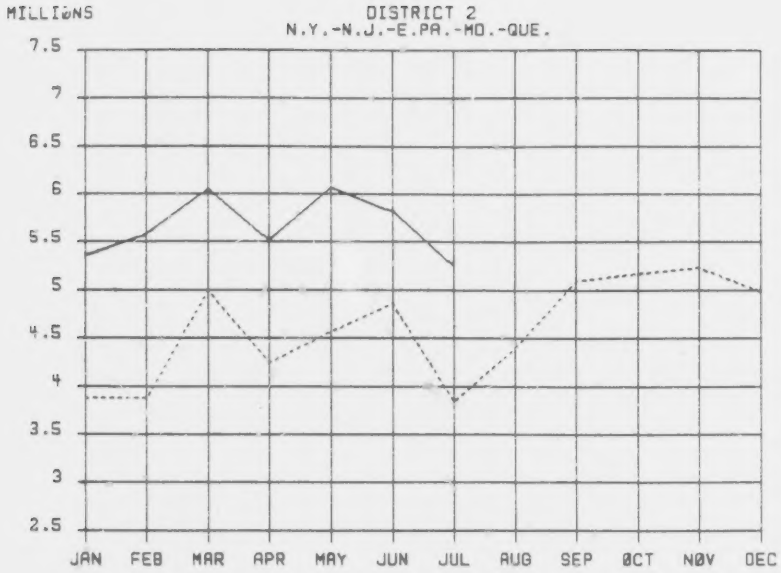
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	42.1	48.0	36.5	41.8	44.5	31.8	44.7					
% Change	Cumulative	42.1	45.1	41.9	41.8	42.4	40.5	41.0					



1983 - - - -

1984 ———

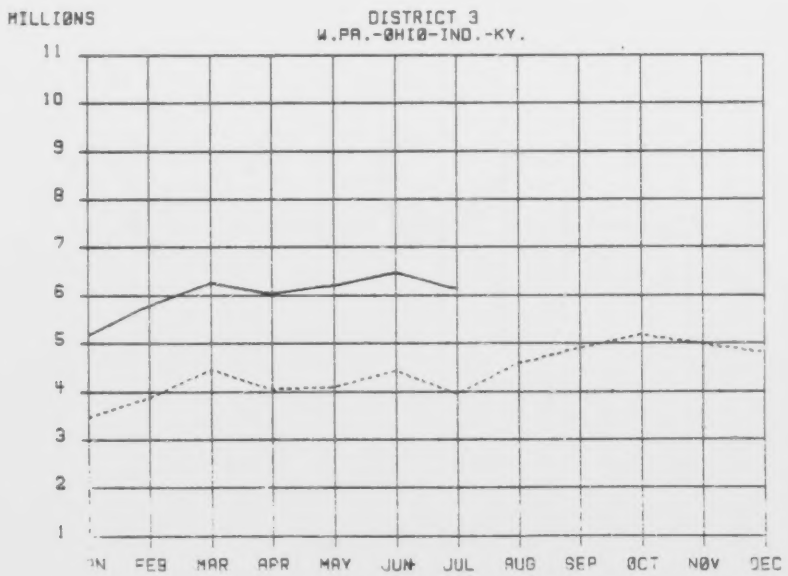
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.9	29.5	16.0	24.9	36.8	19.6	34.1					
% Change	Cumulative	13.9	21.6	19.5	20.8	24.1	23.3	24.6					



1983 - - - -

1984 ———

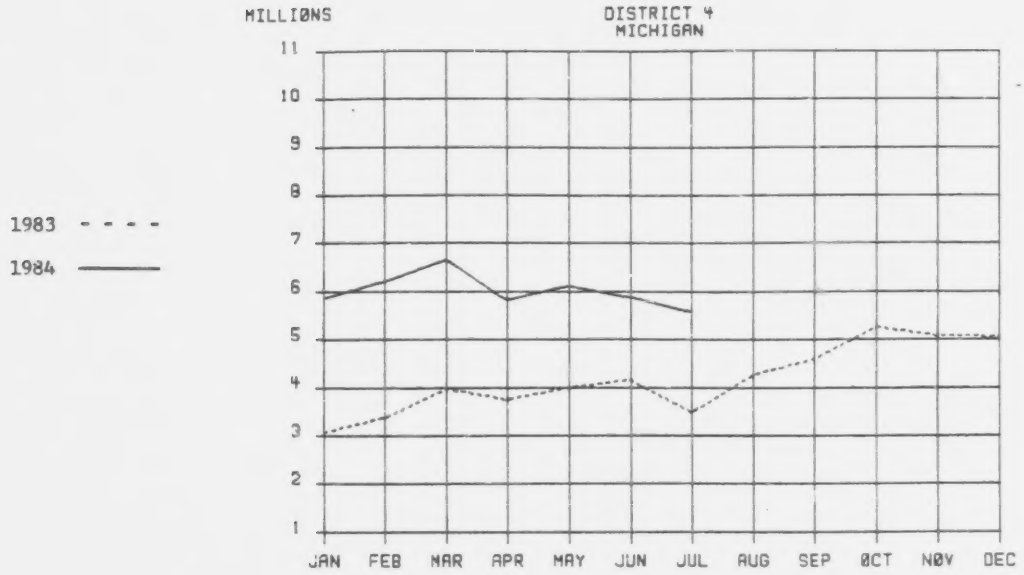
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	38.0	44.1	21.0	29.8	32.9	20.0	36.8					
% Change	Cumulative	38.0	41.0	33.2	32.4	32.5	30.2	31.0					



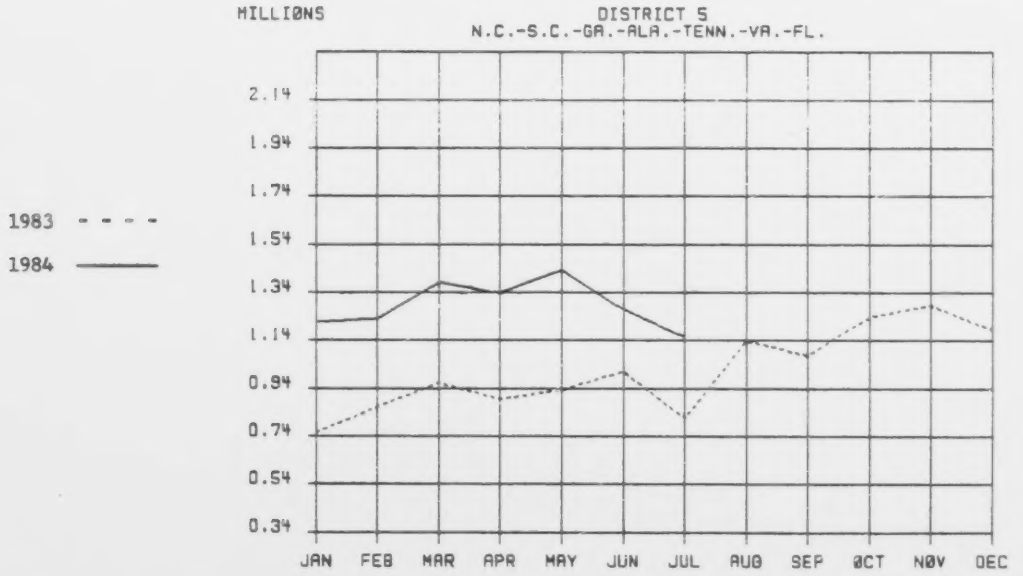
1983 - - - -

1984 ———

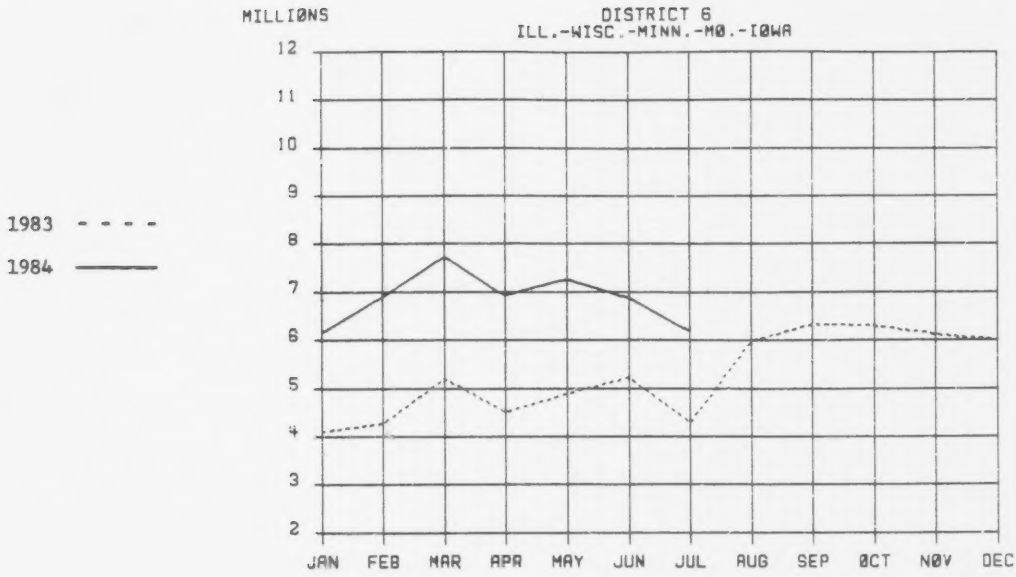
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.5	48.8	40.7	49.1	51.6	46.1	55.3					
% Change	Cumulative	49.5	49.1	46.0	46.8	47.8	47.4	48.5					



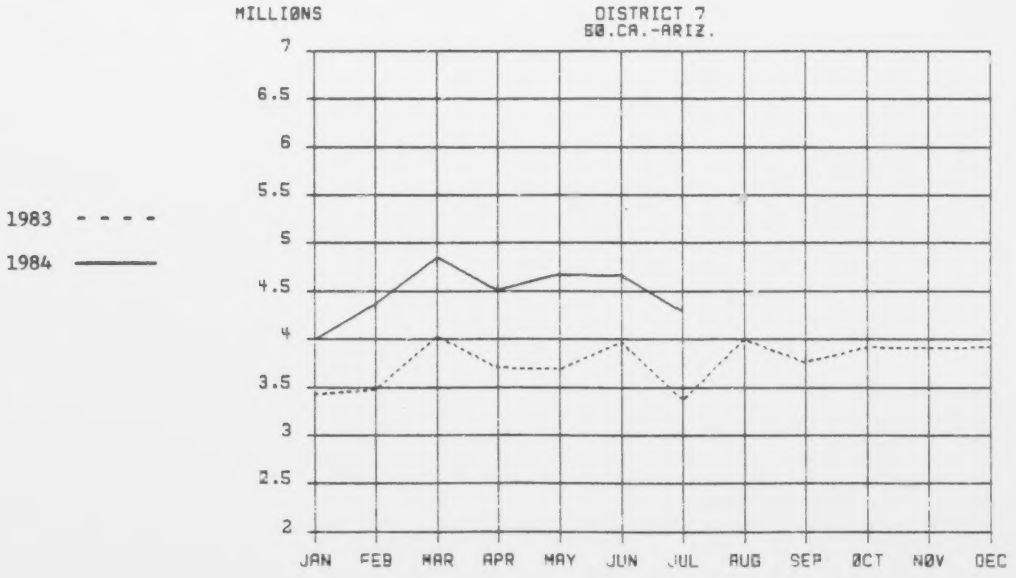
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	90.5	83.2	67.2	55.4	52.9	41.4	60.7					
	Cumulative	90.5	86.7	79.3	73.0	68.6	63.5	63.1					



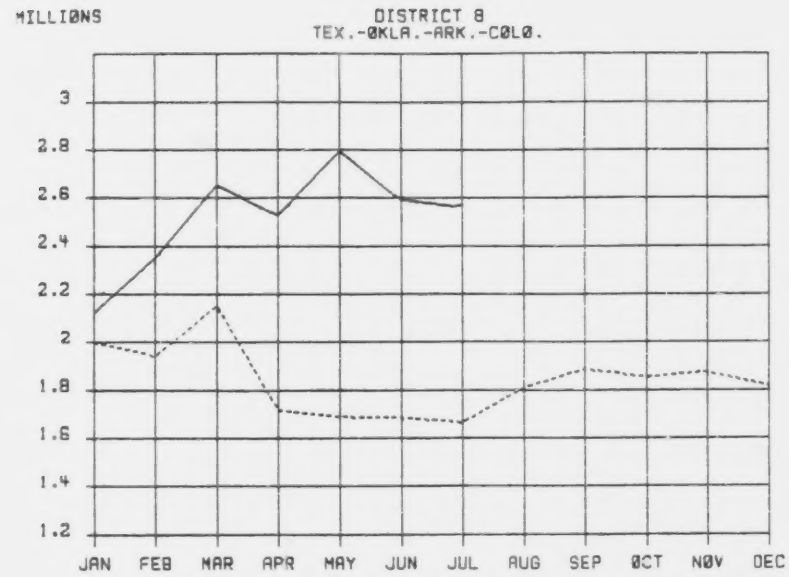
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	61.0	42.8	43.6	49.7	53.4	25.6	42.1					
	Cumulative	61.0	51.3	48.4	48.7	49.7	45.2	44.8					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	50.0	61.8	48.4	53.6	48.9	31.9	44.2					
% Change	Cumulative	50.0	56.0	53.1	53.2	52.3	48.5	48.0					



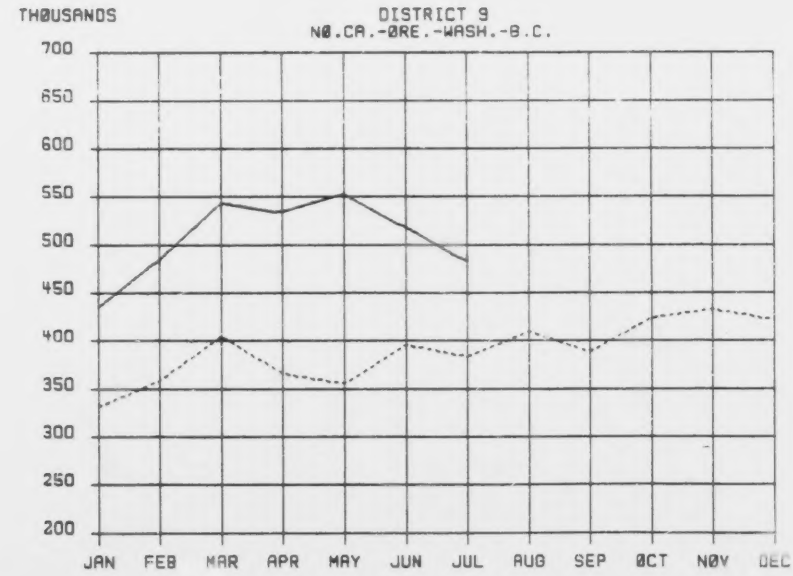
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.8	25.6	20.3	21.9	26.7	17.6	27.6					
% Change	Cumulative	16.8	21.3	20.9	21.2	22.3	21.4	22.2					



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4	53.8	54.2					
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1	34.5	37.1					



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0					
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8					

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

AUGUST 1984 SALES FIGURES FOR METAL TREATING INDUSTRY INCREASE 32.1% OVER AUGUST 1983 TOTAL

The August 1984 sales total amounted to $36.6 million, up from $27.7 million in August, 1983.

For all of 1984, the Commercial Heat Treaters have recorded total billings of $287.1 million, an increase of 40.0% over the 1983 total for this period of $205.1 million.

All nine MTI districts recorded gains over the August 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	August 84 vs. August 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	25.1	24.7
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	23.0	30.0
3	South Central (W.PA-OH-IN-KY)	38.2	46.0
4	Michigan	36.2	57.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	53.1	40.6
6	North Central (IL-WI-MN-MO-IA)	24.8	44.9
7	Pacific Coast (So.CA-AZ)	25.9	25.1
8	Southwest (TX-OK-AR-CO-LA-UT)	61.8	40.1
9	Northwest (No.CA-OR-WA-B.C.)	18.1	34.3

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1984

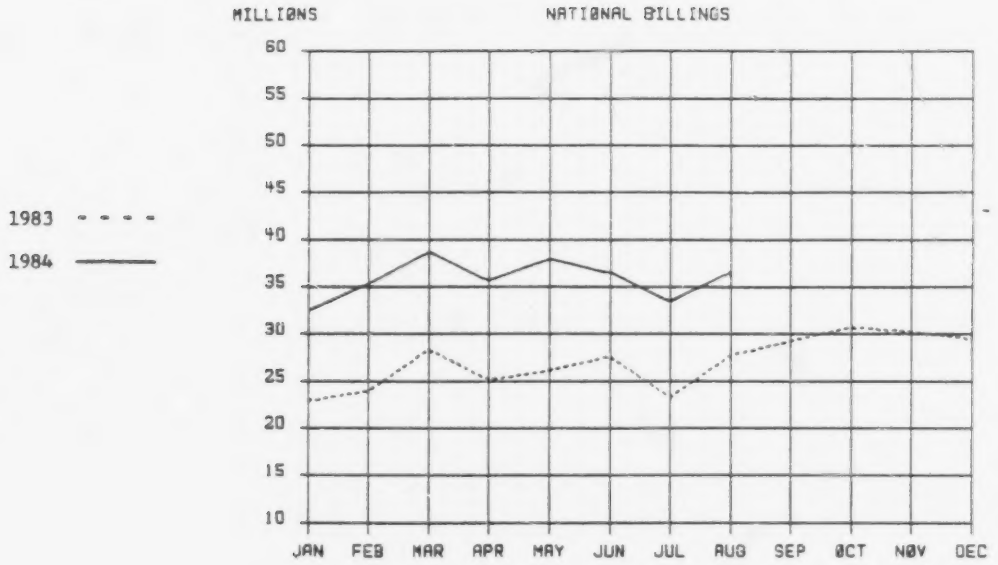
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	27722.6	36626.3	32.1	100.0	100.0
Dist. 1	15	1542.6	1930.5	25.1	5.6	5.3
Dist. 2	41	4401.5	5412.3	23.0	15.9	14.8
Dist. 3	52	4591.2	6344.5	38.2	16.6	17.3
Dist. 4	27	4272.1	5817.3	36.2	15.4	15.9
Dist. 5	19	1139.6	1745.0	53.1	4.1	4.8
Dist. 6	40	5985.0	7469.4	24.8	21.6	20.4
Dist. 7	36	3570.8	4494.7	25.9	12.9	12.3
Dist. 8	27	1810.1	2928.9	61.8	6.5	8.0
Dist. 9		409.6	483.6	18.1	1.5	1.3
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	205098.4	287096.8	40.0	100.0	100.0
Dist. 1	12755.6	15902.5	24.7	6.2	5.5
Dist. 2	34692.8	45100.0	30.0	16.9	15.7
Dist. 3	33698.6	49206.2	46.0	16.4	17.1
Dist. 4	30134.9	47508.3	57.7	14.7	16.5
Dist. 5	8570.4	12052.1	40.6	4.2	4.2
Dist. 6	41514.4	60151.0	44.9	20.2	21.0
Dist. 7	26063.4	32594.0	25.1	12.7	11.4
Dist. 8	14661.5	20545.2	40.1	7.1	7.2
Dist. 9	3006.8	4037.4	34.3	1.5	1.4

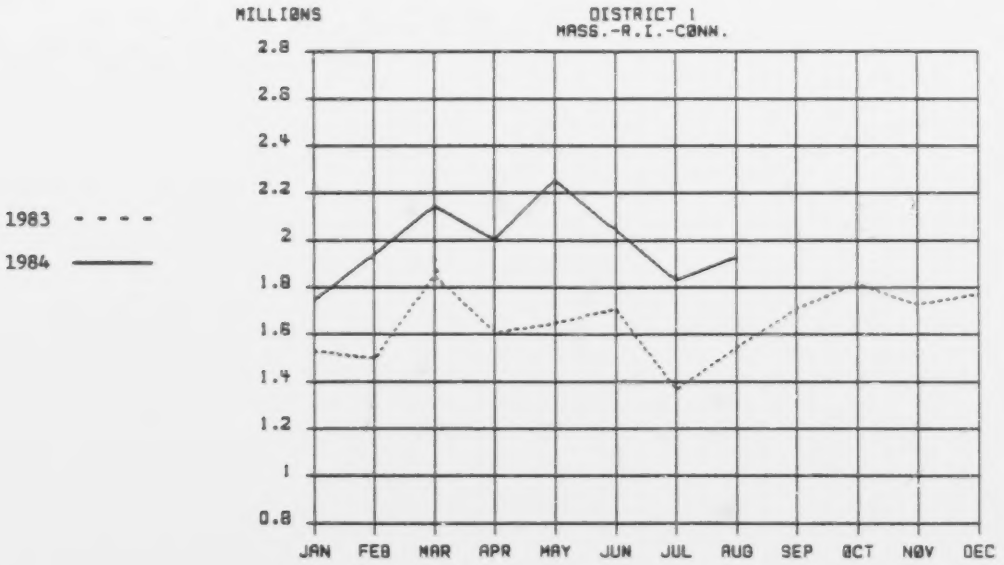
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

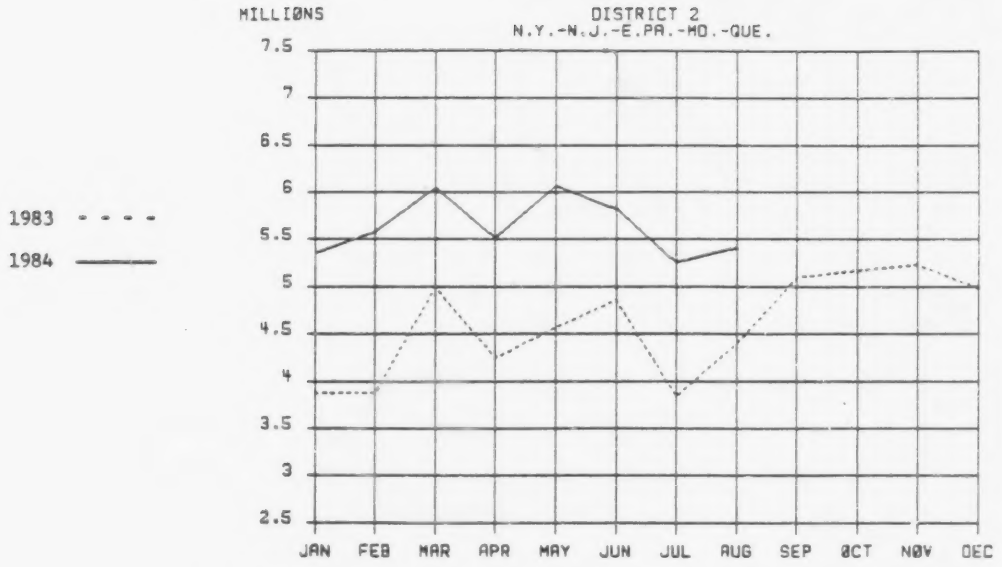
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	42.3	47.7	36.4	42.0	45.3	32.4	44.3	32.1				
% Change	Cumulative	42.3	45.1	41.8	41.8	42.6	40.7	41.2	40.0				



1983 - - - -

1984 ———

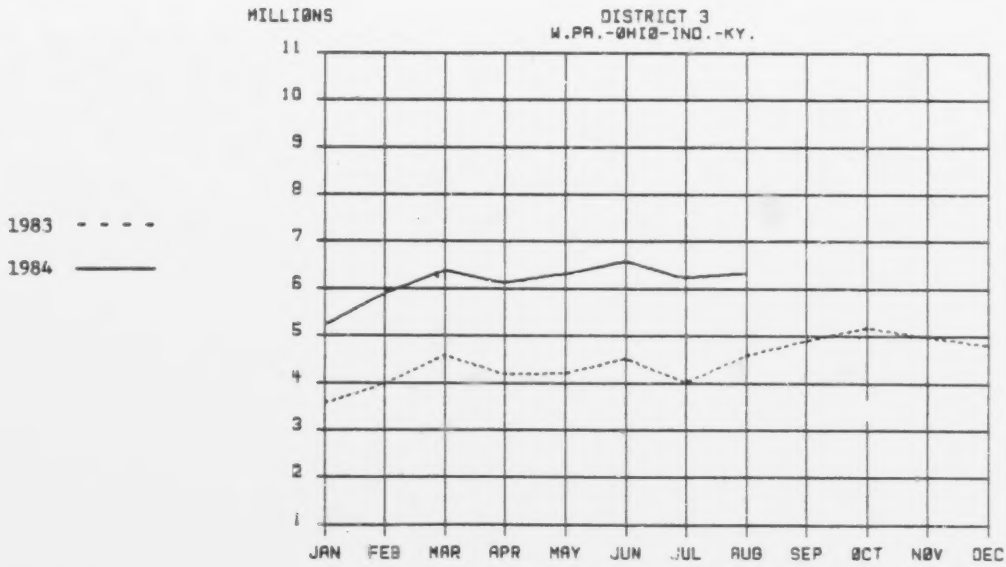
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.9	29.5	16.0	24.9	36.8	19.6	34.1	25.1				
% Change	Cumulative	13.9	21.6	19.5	20.8	24.1	23.3	24.6	24.7				



1983 - - - -

1984 ———

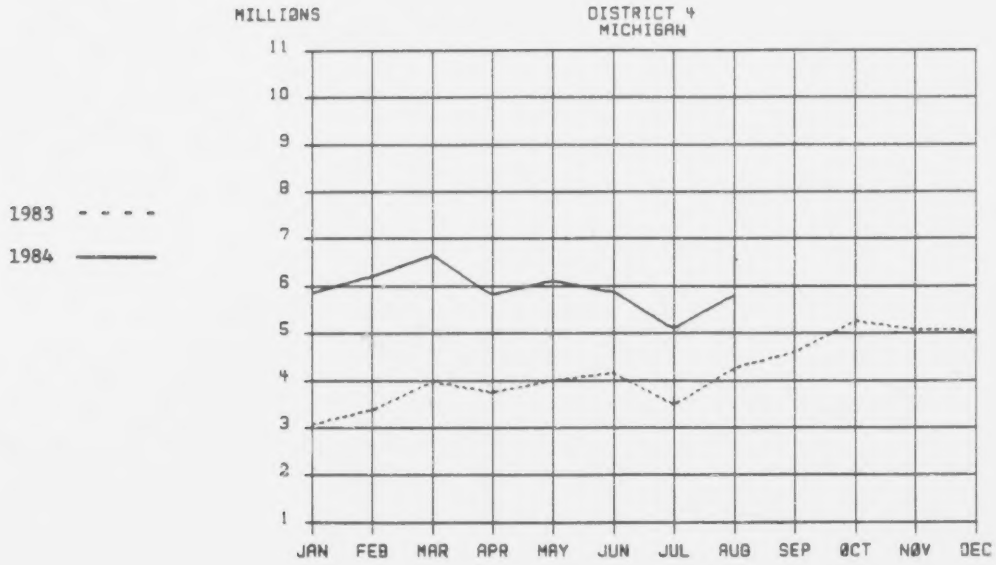
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	38.0	44.1	21.0	29.8	32.9	20.0	36.8	23.0				
% Change	Cumulative	38.0	41.0	33.2	32.4	32.5	30.2	31.0	30.0				



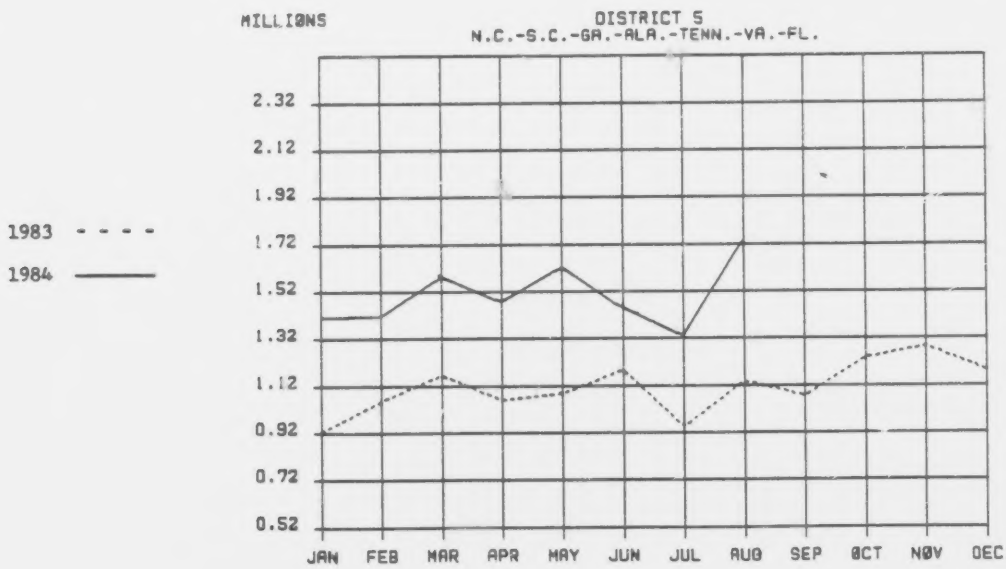
1983 - - - -

1984 ———

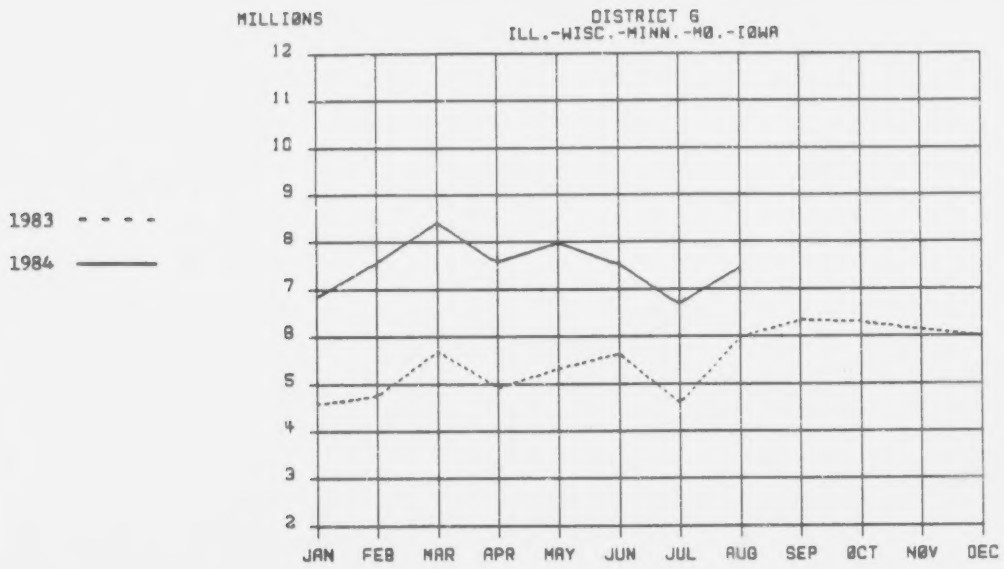
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.9	47.8	39.4	46.8	50.4	45.3	55.3	38.2				
% Change	Cumulative	46.9	47.4	44.4	45.0	46.1	46.0	47.3	46.0				



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	90.5	83.2	67.2	55.4	52.9	41.4	46.4	36.2				
% Change	Cumulative	90.5	86.7	79.3	73.0	68.6	63.5	61.2	57.7				



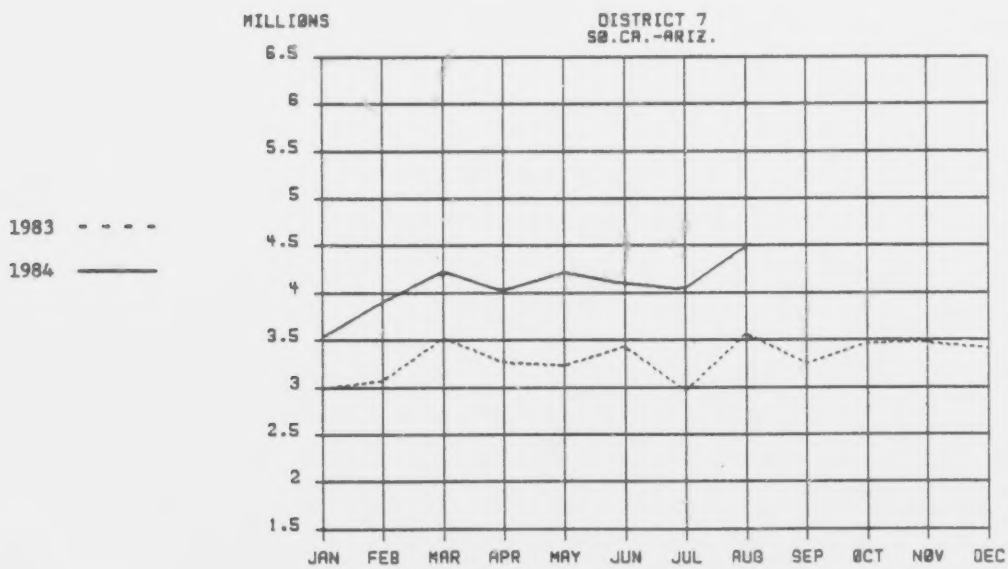
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1				
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6				



1983 - - - -

1984 ———

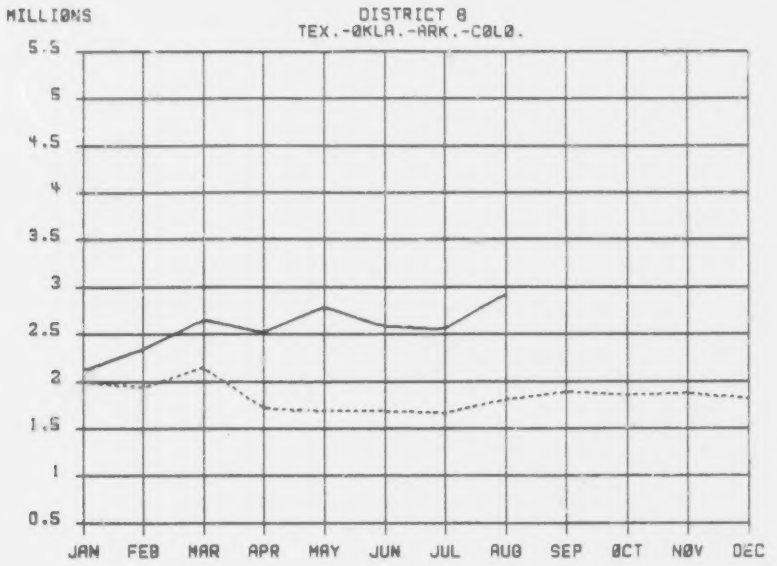
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1	47.7	54.2	50.0	33.6	46.1	24.8				
% Change	Cumulative	49.6	54.5	51.9	52.5	51.9	48.6	48.3	44.9				



1983 - - - -

1984 ———

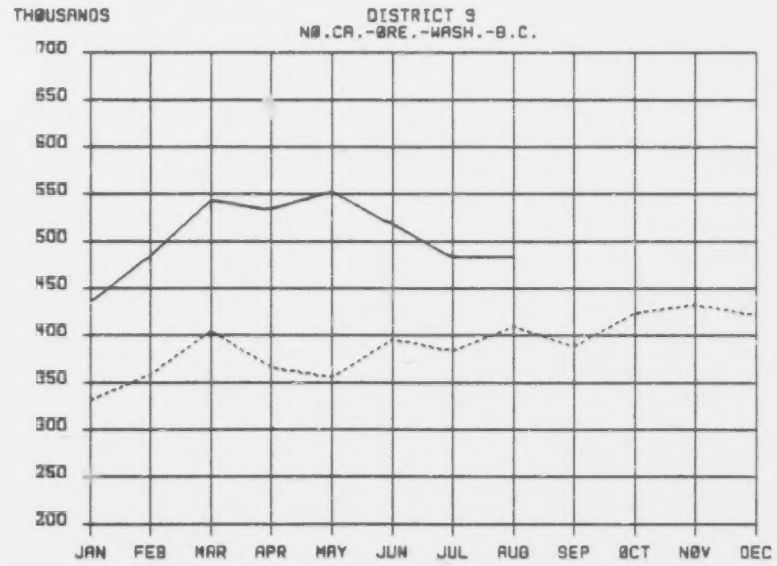
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.4	27.2	20.0	23.5	30.6	19.6	36.6	25.9				
% Change	Cumulative	18.4	22.8	21.8	22.2	23.9	23.2	24.9	25.1				



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4	53.8	54.2	61.8				
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1	34.5	37.1	40.1				



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1				
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3				

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
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FOR RELEASE: IMMEDIATELY

SEPTEMBER 1984 SALES FIGURES FOR COMMERCIAL HEAT TREATERS UP 17.2% OVER SEPTEMBER 1983 TOTAL

The September 1984 sales total amounted to $35.6 million, up from $30.4 million in September, 1983.

For the first nine months of 1984, the Metal Treating Industry recorded sales of $332.0 million, up 36.7% from the 1983 total for this period of $242.8 million.

All MTI districts recorded gains over the September 1983 billings total.

A summary of percentage change by geographic regions follows:

	District	Sept. 84 vs. Sept. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	24.3	24.8
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	5.3	26.8
3	South Central (W.PA-OH-IN-KY)	19.8	42.6
4	Michigan	24.9	52.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	28.1	39.2
6	North Central (IL-WI-MN-MO-IA)	11.0	40.5
7	Pacific Coast (So.CA-AZ)	12.6	21.9
8	Southwest (TX-OK-AR-CO-LA-UT)	39.7	40.1
9	Northwest (No.CA-OR-WA-B.C.)	21.2	32.8

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1984

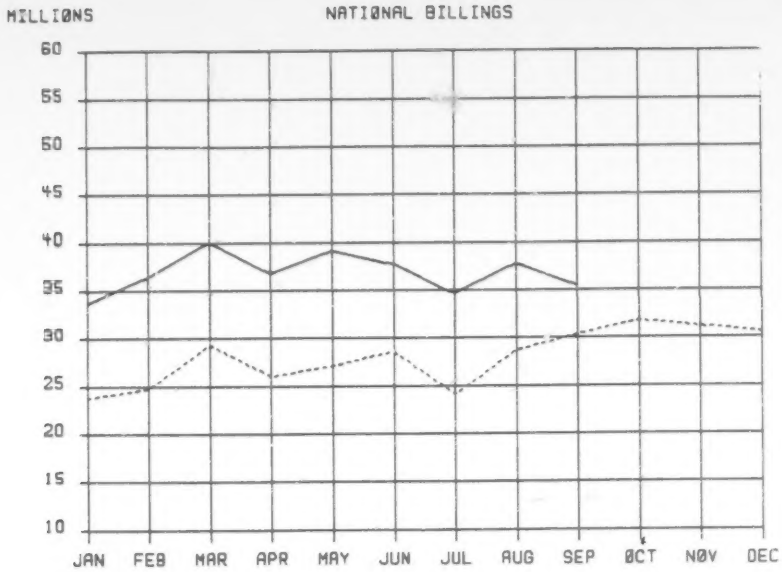
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	30356.7	35563.7	17.2	100.0	100.0
Dist. 1	17	1668.3	2073.8	24.3	5.5	5.8
Dist. 2	39	5098.3	5368.1	5.3	16.8	15.1
Dist. 3	59	5235.8	6270.0	19.8	17.2	17.6
Dist. 4	30	4693.0	5859.9	24.9	15.5	16.5
Dist. 5	23	1078.5	1381.3	28.1	3.6	3.9
Dist. 6	46	6542.0	7263.2	11.0	21.6	20.4
Dist. 7	28	3763.5	4238.0	12.6	12.4	11.9
Dist. 8	27	1888.5	2638.3	39.7	6.2	7.4
Dist. 9	9	388.7	471.1	21.2	1.3	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	242804.1	332029.0	36.7	100.0	100.0
Dist. 1	14125.4	17622.2	24.8	5.8	5.3
Dist. 2	39791.1	50468.2	26.8	16.4	15.2
Dist. 3	41078.6	58576.8	42.6	16.9	17.6
Dist. 4	35375.0	54060.6	52.8	14.6	16.3
Dist. 5	9648.9	13433.4	39.2	4.0	4.0
Dist. 6	49399.1	69401.6	40.5	20.3	20.9
Dist. 7	33440.4	40774.3	21.9	13.8	12.3
Dist. 8	16550.1	23183.6	40.1	6.8	7.0
Dist. 9	3395.4	4508.5	32.8	1.4	1.4

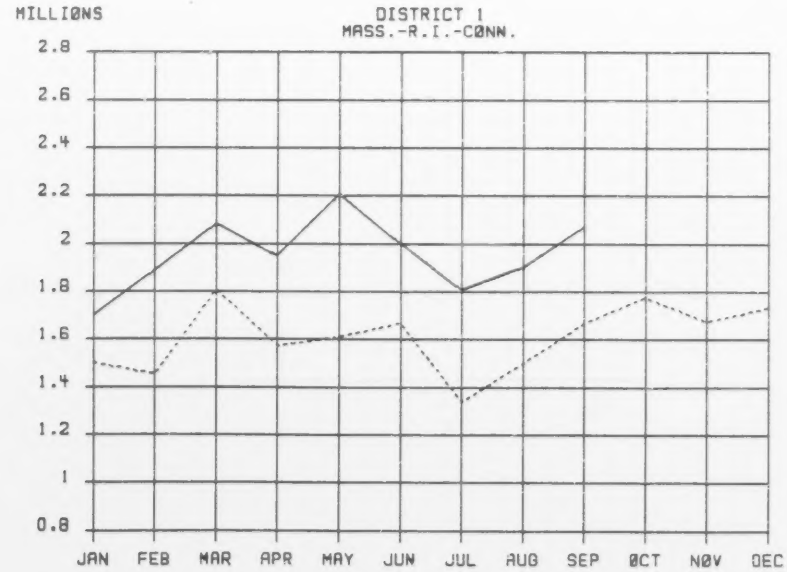
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

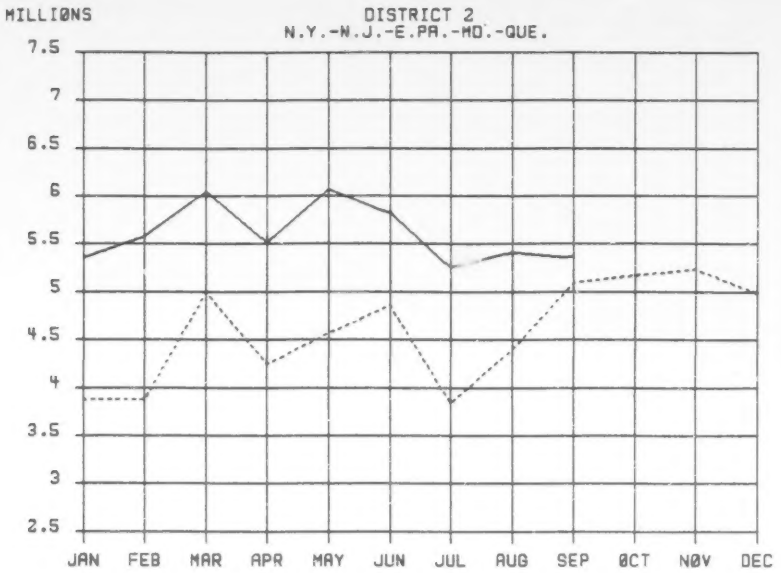
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.8	47.2	36.4	41.5	44.4	32.0	43.9	31.7	17.2			
% Change	Cumulative	41.8	44.6	41.5	41.5	42.1	40.3	40.8	39.5	36.7			



1983 - - - -

1984 ———

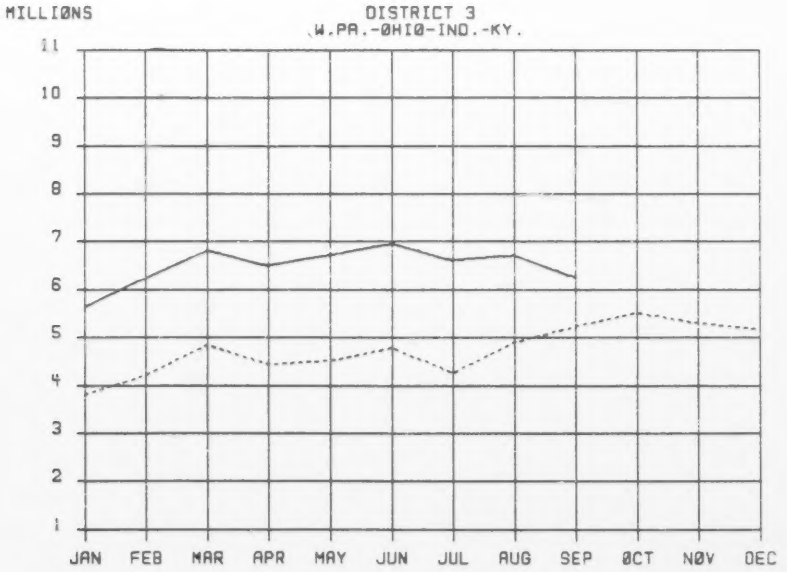
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3			
% Change	Cumulative	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8			



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	38.0	44.1	21.0	29.8	32.9	20.0	36.8	23.0	5.3			
% Change	Cumulative	38.0	41.0	33.2	32.4	32.5	30.2	31.0	30.0	26.8			



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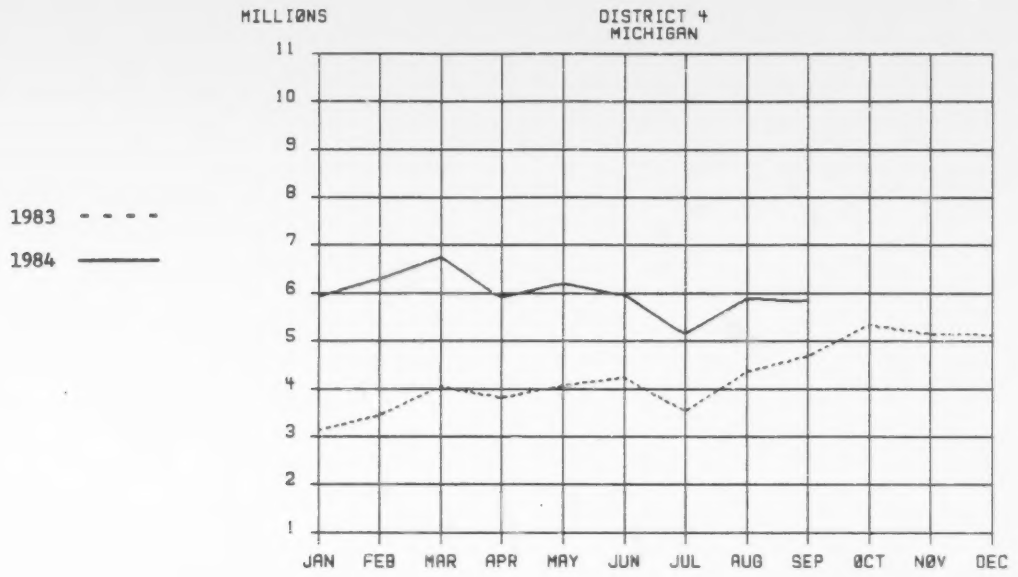
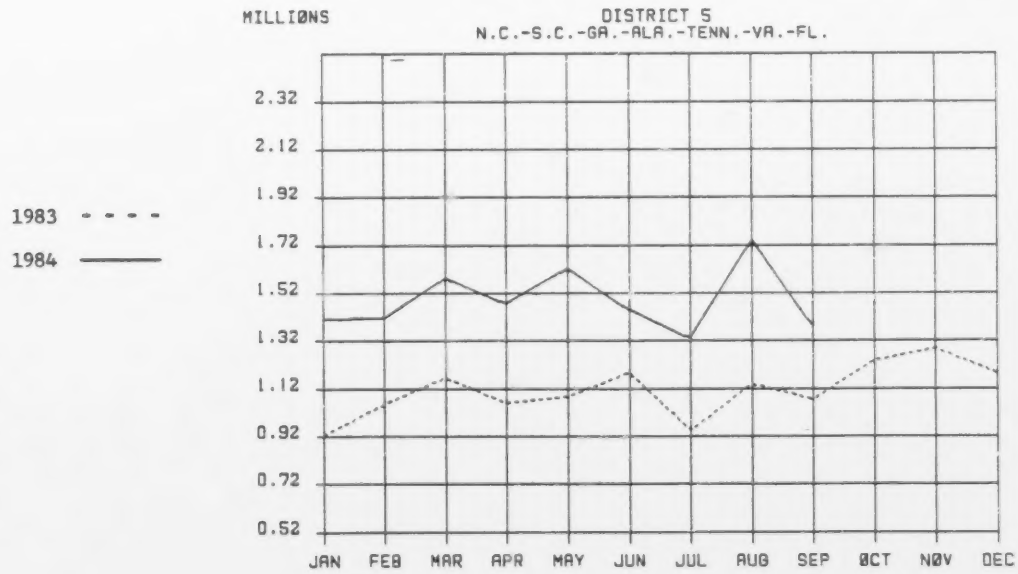
1984 ———

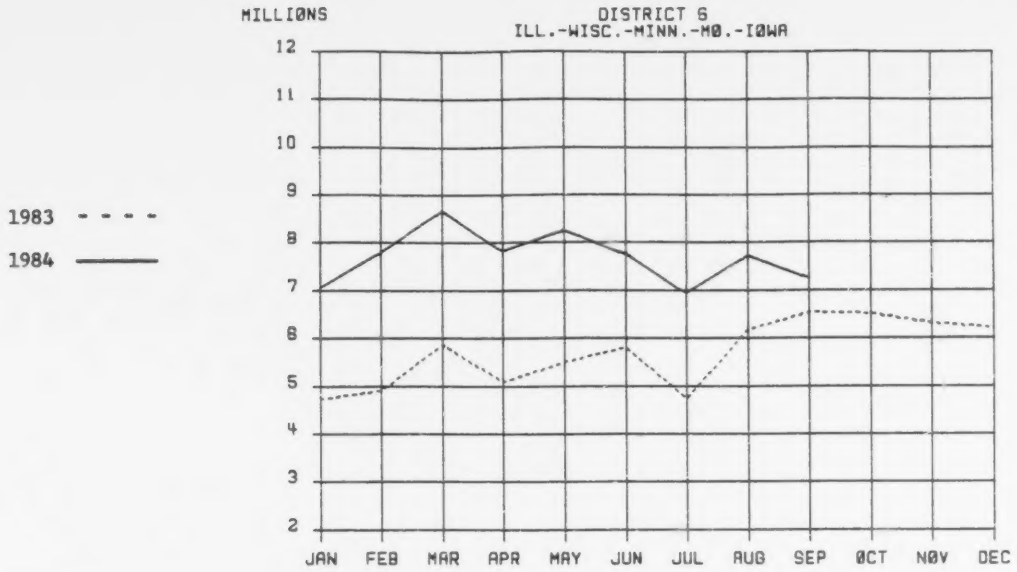
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.0	47.9	40.5	46.7	48.9	45.5	55.1	37.0	19.8			
% Change	Cumulative	48.0	48.0	45.2	45.6	46.2	46.1	47.4	45.9	42.6			



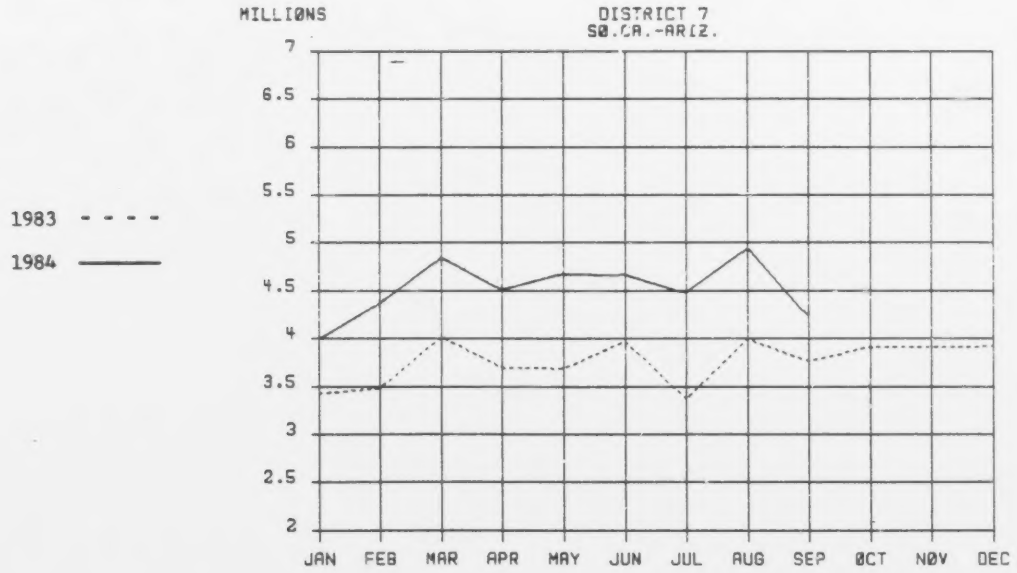
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	89.1	82.4	66.6	55.3	52.6	40.8	46.0	35.7	24.9			
% Change	Cumulative	89.1	85.6	78.4	72.3	68.0	62.9	60.6	57.1	52.8			



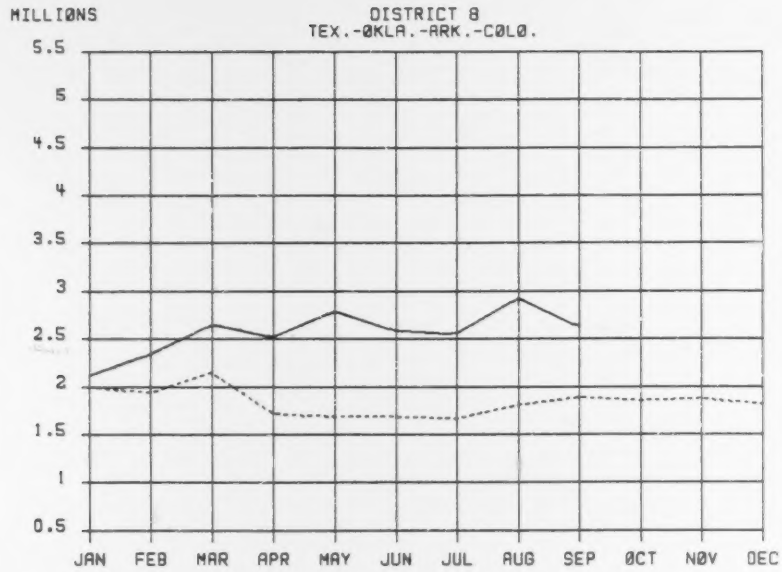
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1			
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2			



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0			
% Change	Cumulative	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5			



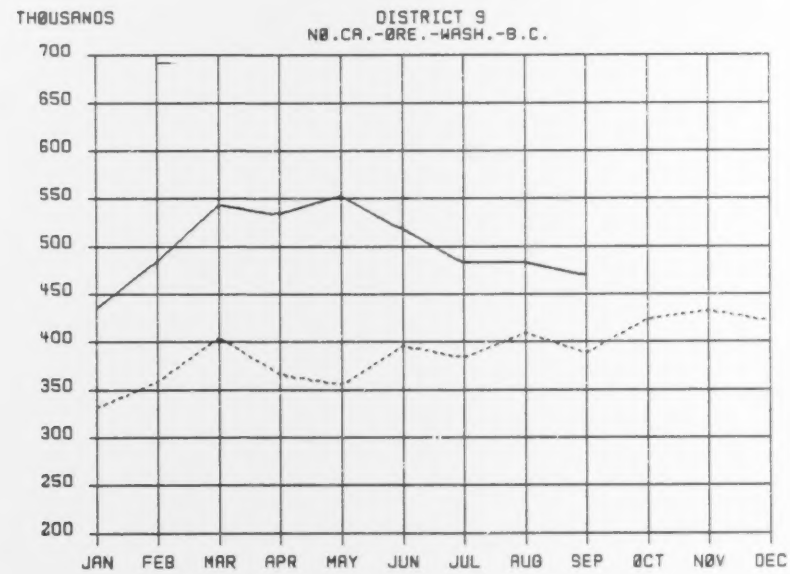
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6			
% Change	Cumulative	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9			



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4	53.8	54.2	61.8	39.7			
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1	34.5	37.1	40.1	40.1			



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2			
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8			